

SOUTHERN

BUSINESS & DEVELOPMENT

Economic Development in the World's Fourth Largest Economy

SPRING 2017

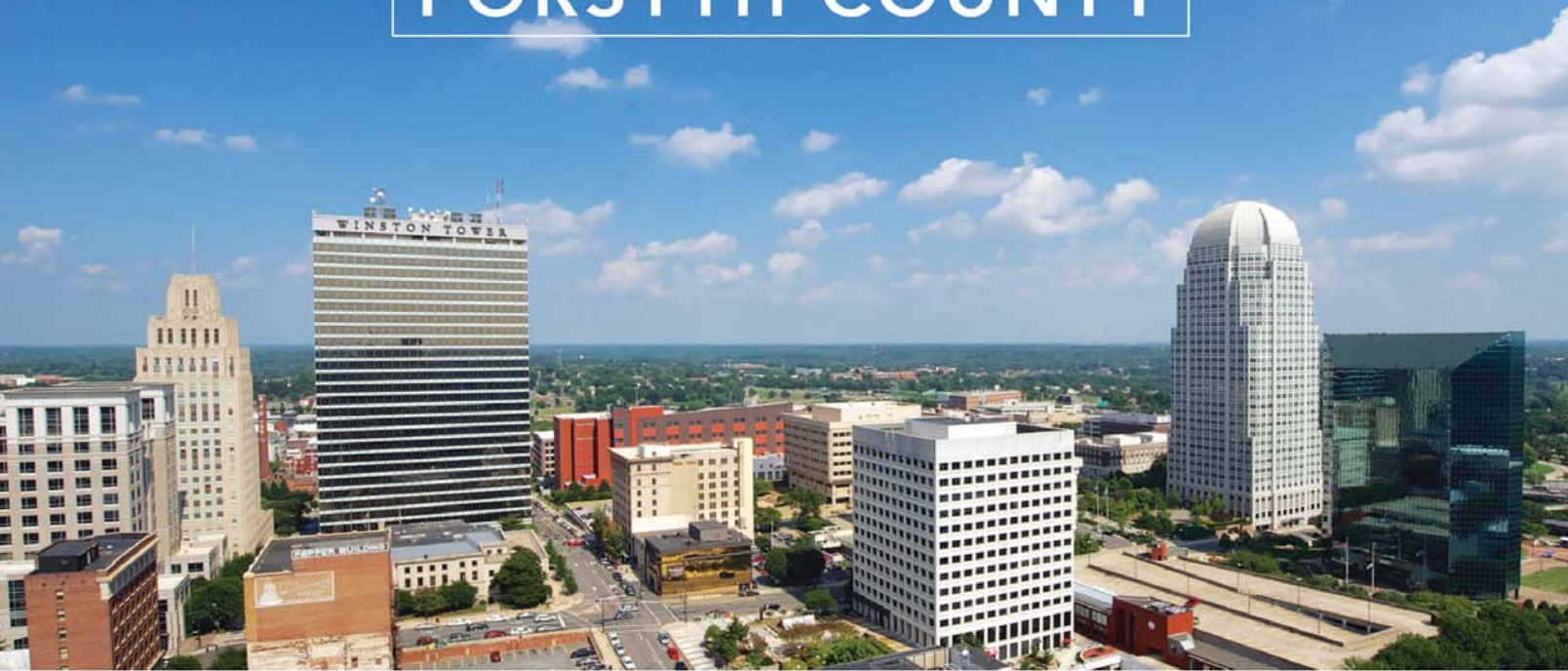
Stack the Deck!

Eight years
into this recovery,
the South is
still dealing.



PRSRT STD
U.S. Postage
PAID
Lynchburg, VA
Permit No. 215

WINSTON-SALEM FORSYTH COUNTY



THE CITY OF ARTS AND INNOVATION

- Located within 650 miles of more than half the U.S. population
- Ranked #4 in the U.S. for cost effective data centers by the Boyd Company
- 240 acre urban-based research park
- Regional workforce of over 800,000
- Cost of living well below the national average



www.wsbusinessinc.com (336) 723-8955



wsbi

WINSTON-SALEM BUSINESS INC.



PLAY TO WIN

In the Golden Triangle, we're changing the economic development game.

Be a part of the South's new DYNASTY.
Locate in the Golden Triangle.



Columbus • Starkville • West Point
Mississippi

www.gtrlink.org • 662.328.8369



All of These Companies Have Two Things in Common ...



Alliance Consulting Engineers, Inc.,
 Recognized as the
Leading Economic Development Engineering Firm
 in South Carolina by



**Nationally Recognized,
 Locally Focused.**



They Chose South Carolina. They Chose Alliance Consulting Engineers, Inc.



Building Alliances One Project at a Time

ALLIANCE
CONSULTING ENGINEERS

www.allianceCE.com

Bluffton, SC | Charleston, SC | Charlotte, NC | Columbia, SC | Greenville, SC

TABLE OF CONTENTS



FEATURES

- 36 Stack the Deck!**
Eight years into this recovery, the South keeps dealing.
- 58 SB&D Job 100**
The top 100 job-producing projects announced in 2016.
- 60 SB&D Investment 100**
The top 100 income-producing projects announced in 2016.
- 62 Top Deals & Hot Markets**
Highlighting the most impressive projects and the states and markets that captured them in 2016.
- 68 SB&D 100 State Report**
Brief comments on the performance of each Southern state in the 2017 SB&D 100.
- 70 The Dixie Dozen**
The last in a series of reports highlighting the 12 cities and counties in each Southern state that have captured the most manufacturing plants of 50 jobs or more since the end of the recession.
- 78 The Best of Economic Development in Birmingham, Louisville and the Piedmont Triad**
We continue with our series, "The Best of Economic Development in the American South."

22

DEPARTMENTS

- 6 Southbound**
The editor's column
- 8 Around the South**
Top stories from the last quarter relative to business and economic development
- 22 Snapshots from the Road**
Photos of the people and places SB&D visited in the last quarter
- 24 Relocations & Expansions**
All of the significant new starts, expansions and relocations announced in the South in the last quarter
- 32 SouthernAutoCorridor.com**
News from the South's auto industry courtesy of SouthernAutoCorridor.com
- 88 Top Deals**
The ten largest employment deals announced in the last quarter



DESIGN



MANUFACTURING



FRESH FOOD

LITERATURE



ENERGY

FORESTRY PRODUCTS

Central Louisiana:

wemake goodstuff

CONSUMER PRODUCTS

ENTERTAINMENT



ARTS



TECHNOLOGY

ROADS & BRIDGES

Connected by

CL-DA

Central Louisiana Economic Development Alliance

www.cenla.org

P.O. Box 465 (71309) • 900 4th St., Ste 300 (71301) • Alexandria, Louisiana

(318) 441-3400

SOUTHBOUND

By Michael Randle, EDITOR



The economy is slow as a snail, but it just might win a marathon

POLITICALLY SPEAKING, WE ARE IN SOME KOOKY TIMES. There is a new meaning to the word “unpredictable” in today’s national political stage. We have an ex-FBI Director, Robert Mueller, acting as special counsel to investigate the Russians, the president and his campaign staff. He is also investigating whether President Trump attempted to obstruct justice.

Mueller has hired a high-powered team of lawyers, some of which have worked on cases ranging from Watergate to the Enron scandal. Kenneth Starr, who investigated President Bill Clinton in the 1990s, told ABC News in the spring quarter, “That is a great, great team of complete professionals, so let’s let him do his job.”

Ultimately, and I am sure it’s going to take quite some time, it will be up to Mueller and his team to decide if there is enough evidence to recommend charging anyone that he is investigating. Wait, a sitting president in his first year in office, his staff, as well as the Russians are being investigated by a former FBI director? That can’t be a good thing, right? Certainly it can’t be a good thing for the nation’s economy.

But this is no ordinary economy. Although unpredictable, the moon and the stars have been aligned for eight years now. There is little evidence that this recovery will end anytime soon, unless labor constraints slow it down to zero growth, but that won’t be a real concern for months. Not years, but months. We have enough labor for this year. After that, if the economy keeps growing as it has, the labor shed will be bare.

At 96 months, the U.S. economic expansion that began in the summer of 2009 is currently the third longest in history. Only 1961 to 1969 (106 months)

and 1991 to 2001 (120 months) were longer. And at 80 consecutive months, this is by far the longest sustained period of job growth in U.S. history, or since the government started keeping track in 1939.

Can the current economy beat the longest ever U.S. expansion (120 months) that was set in the go-go 1990s? That is going to be up to the consumer, because a tight labor market will undoubtedly slow job generation. In fact, it already has.

Even though the economy since 2009 has seen on average only about 2 percent growth annually, if not less, it has been stunningly resilient. There have been no spurts of growth, instead methodical, gradual, therefore secure gains. There are a few signs that the economy is extended, like a sluggish automotive industry, but that is following the longest stretch of positive vehicle sales since the 1920s. For the most part, housing, capital investment, inflation and overall consumerism are on solid ground.

The Fed and most economists agree this expansion will keep going at a moderate pace for the next two to three years. In short, the United States is as competitive as it has ever been when it comes to recruiting industry, and the last three years (see cover story) have seen unprecedented project activity. So, mark your calendars. To beat the all-time U.S. economic expansion record of 120 months, GDP will need to grow until July 2019.

What are the chances? Bloomberg conducted a survey of economists in the spring quarter. Respondents gave a 60 percent chance of the growth streak continuing through July 2019. Since labor will essentially be non-existent at that point — unless immigration is doubled — I give it a 50-50 chance that this expansion will set the record for the longest expansion ever. ☺

Southern Business & Development (ISSN 1067-8751) is a registered trademark TM. Founded in 1992 and published quarterly in March, June, September and December by MCR Publishing, Inc. Affiliated Websites include www.RandleReport.com, www.SB-D.com, www.SouthernAutoCorridor.com, www.SmallTownSouth.com. Mailing address: P.O. Box 130789, Birmingham, AL 35213-0789. Office address: 8086 Westchester Place, Montgomery, AL 36117. Phone: 334-612-7093. To subscribe call 334-612-7093 during normal business hours. Annual subscription: \$25. Single edition delivery by three-day mail: \$10. Information contained in SB&D and on its websites is gathered from reliable sources, however, the accuracy of this information is not guaranteed. All rights reserved. Permission must be granted by SB&D for reprint rights, in whole or in part. Copyright 1992-2017. Southern Business & Development TM 1997. Southern Auto Corridor and Southern Automotive Corridor TM 2003.

SOUTHERN
BUSINESS & DEVELOPMENT

Owner, Editor & Publisher

Michael C. Randle

mike@sb-d.com

Managing Editor

Stacy C. Randle

stacy@sb-d.com

Account Executives

Matthew E. Randle

matthew@sb-d.com

Shelly Jo Jacobs

shelly@sb-d.com

Art Director

Stacy C. Randle

stacy@sb-d.com

Writers

Michael C. Randle

Beth Braswell

Lee Burlett

Trisha Ostrowski

Matthew Randle

Stacy Randle

Volume 24/Number 4/

Spring 2017

THINK KENTUCKY

Cabinet for Economic Development

(800) 626-2930 • ThinkKentucky.com

KENTUCKY'S BUSINESS CLIMATE IS CHANGING

Kentucky already offers companies an ideal location, low business costs and incredible workforce. Now, we bring Right to Work to the table. For companies considering a new or expanded location, that makes a good decision even better. With even more pro-business changes coming, you'll want to Think Kentucky.

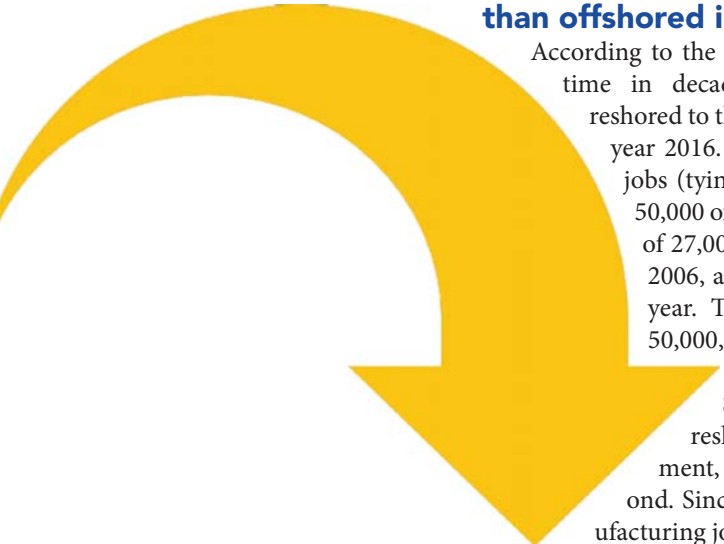
Making Business Strong.
Making Life Exceptional.



AROUND THE SOUTH

For real-time news on business, politics and economic development in the South, go to RandleReport.com. For all projects announced in the South, go to SB-D.com. For more information on the automotive industry in the South, go to SouthernAutoCorridor.com. And for more information on rural development in the South, visit SmallTownSouth.com.

More manufacturing jobs reshored than offshored in 2016



According to the Reshoring Initiative, for the first time in decades, more manufacturing jobs reshored to the U.S. than offshored in calendar year 2016. Last year, 77,000 manufacturing jobs (tying the 2014 record) reshored and 50,000 offshored, giving the U.S. a net gain of 27,000 jobs. On average, from 2000 to 2006, about 220,000 jobs offshored each year. That has now dropped to about 50,000, and that total continues to drop.

According to the Initiative, the South remains the top region for reshoring and foreign direct investment, with the Midwest coming in second. Since 2010, more than 338,000 manufacturing jobs have reshored back to the U.S.

The mass exodus of the middle classes from California and New York

Thousands of companies have left California since the end of the recession and they continue to do so, most of them to Texas. One reason could be the cost of housing in California. . . the primary reason Toyota has moved its North American headquarters from Southern California to the Dallas-Fort Worth metro. That decision was based on home prices for the company's 5,000 headquarter employees. Median home prices in North Texas are less than half of homes in Southern California. According to CoreLogic, for every home buyer coming to California, there are three Californians selling their homes and moving out of state. New York City is in the same boat as much of California. More people are leaving the New York region than any other metro area of the country. More than one million people moved out of the New York CSA to other parts of the country — primarily the South — since 2010. At 4.4 percent, New York City has the highest negative net migration rate among the nation's large MSAs.

Sixteen of the top 20 places to start a business are in the South according to this source

According to a study done by Wal-letHub.com, Oklahoma City is the No. 1 place to start a business in the U.S. Charlotte ranked third. Tulsa,





Lindsey Janies Photography

SOUTHWEST LOUISIANA

Welcome to Opportunity

- ▶ Six Ports Including The Nation's 11th Largest Port, The Port Of Lake Charles
- ▶ Chennault Industrial Park With A 10,000 Foot Runway
- ▶ Shovel-Ready Industrial Park On I-10
- ▶ Airparks With Greenfields
- ▶ Custom Sites Available



SWLA ECONOMIC DEVELOPMENT
ALLIANCE



CHAMBER
OF SOUTHWEST LOUISIANA



SEED CENTER
BUSINESS INCUBATOR
SOUTHWEST LOUISIANA
ENTERPRENEURIAL AND ECONOMIC
DEVELOPMENT CENTER

Contact George Swift
gswift@allianceswla.org

SEED CENTER, 4310 RYAN ST., LAKE CHARLES, LA 70605
337.433.3632 | FAX: 337.436.3727
WWW.ALLIANCESWLA.ORG



Durham, St. Louis, Austin and Amarillo were all ranked in the top 10. Sixteen of the top 20, and 21 of the top 25 cities ranked were markets in the South.

Atlanta's airport first to break worldwide 100 million passenger mark

In 2016, the Hartsfield-Jackson Atlanta International Airport served 104 million

passengers — the first airport to break the 100 million mark. It was the 19th straight year Atlanta was the world's busiest airport.

The five fastest growing U.S. cities are in the South

The U.S. Census Bureau put out figures in May that ranked the top five cities during the 12 months leading up to last

In 2016, the Hartsfield-Jackson Atlanta International Airport served 104 million passengers, the first airport to break the 100 million mark.

July 1. Conroe, Texas, a Houston suburb, was the fastest growing city, increasing by 7.8 percent, 11 times higher than the national average. The Dallas suburbs of Frisco and McKinney, which had growth rates of 6.2 percent and 5.9 percent, were second and third. The rest of the top five saw Greenville, S.C., at 5.8 percent and Georgetown,

Texas, an Austin suburb, had a 5.5 percent increase in its population.

Chinese FDI in the U.S. continues strong run

Chinese investment in the U.S. continues to be mostly mergers and acquisitions, but there is a growing list of greenfield projects. Chinese FDI is not slowing down in 2017 as some experts pre-

BE MORE. DO MORE.

How you handle legal complexities today will shape your company's or community's future. Our lawyers have over 100 years of combined economic development experience and work as hard as you to grow and protect your company and community.

Lawyers for Aspiring Companies and Communities

**Arnall
Golden
Gregory**
ATTORNEYS AT LAW



ATLANTA • WASHINGTON, DC

agg.com • 404.873.8650

Darlington County Location Matters

Near the intersection of I-20 & I-95



Highways. Ports. Rail.



Darlington County
ECONOMIC DEVELOPMENT PARTNERSHIP

Phone: 843.413.3210 www.dcedp.com
South Carolina is open for business!

Transporting goods by water is cheaper, easier, safer and greener.

Access to more than 16,000 miles of navigable water and nearly half of the continental U.S.

Shortest distance between Mid-America and the Gulf of Mexico

Available certified industrial development sites

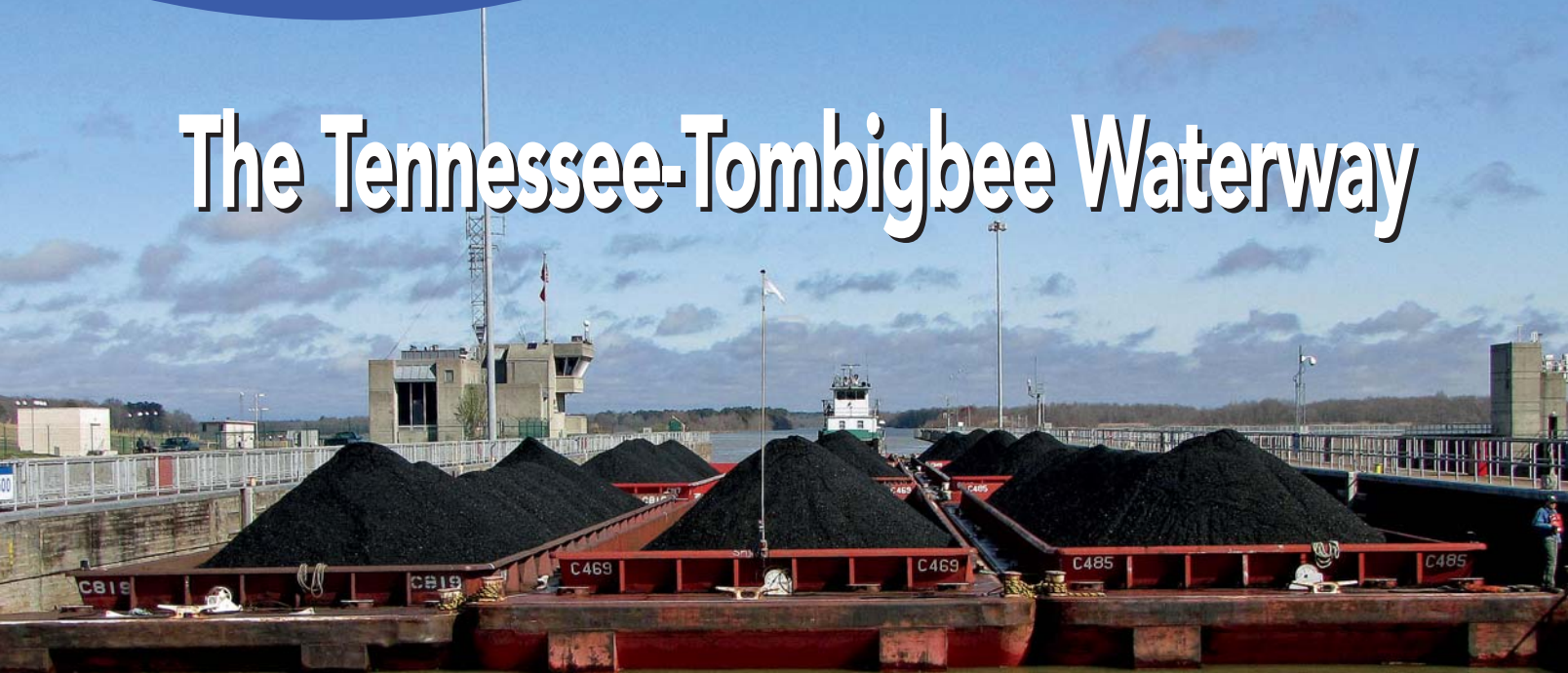
Support from local, state and federal officials

Business friendly environment

Intermodal options



The Tennessee-Tombigbee Waterway



Tennessee-Tombigbee Waterway Development Authority
www.tenntom.org ttw@tenntom.org
662.328.3286

Follow us on:



AROUND THE SOUTH

dicted it would. In 2016, the Chinese invested \$46 billion in the U.S., making it one of the largest sources of foreign direct investment in the U.S. The \$46 billion blew past the previous record of \$15 billion from the Chinese in 2015, according to the Rhodium Group. Among the largest acquisitions last year were HNA Group's purchase of networking and software distributor Ingram Micro for \$6 billion, and Chinese appliance maker Haier Electronics' purchase of General Electric's appliance unit for \$5.4 billion. According to Rhodium, there were 40 Chinese deals valued at \$9.3 billion in the first quarter of 2017. Nine of those projects were located in the South.

Ports in the South breaking records due to expanded Panama Canal

With an expanded Panama Canal, large Asian cargo ships can reach ports in the South much easier and faster, and increased trade in the last year proves it. Ports in Georgia and Virginia each moved the most cargo ever in May, and the port in Charleston, S.C., had its best month ever in overall volume in March.

U.S. sets record in emission reduction

Last year was the second consecutive year showing a 5 percent drop in carbon emissions from electric power plants — a new record. It's the first time in more than 40 years that emissions have fallen so far over two years. Overall,

carbon emissions from energy use fell 1.7 percent last year, following 10 years of a shrinking carbon footprint in the U.S. Several things are supporting the lower emissions, including Americans using more renewable energy each year and power plants using less coal and more natural gas.

The South dominates 2017 "Best Cities for Young IT Professionals" ranking

Right Click ranked the top cities for young IT professionals, and the South almost made it a clean sweep in the top 10. San Antonio came in first, followed by Savannah, Winston-Salem, El Paso, Columbus (Ga.), Orlando, Dallas, Columbus (Ohio), Fort Worth and Dayton (Ohio). Just outside the top 10, making up the top 15 were Fayetteville, N.C.; Irving, Texas; Memphis; McAllen, Texas and Houston.

Texas, Florida at the top of *Chief Executive* magazine's ranking

For the 13th straight year, Texas sat atop *Chief Executive*'s "2017 Best and Worst States for Business." The ranking is based on a poll the publication puts out to CEOs. Florida came in second, followed by North Carolina and South Carolina. Making up the rest of the top 10 were Indiana, Nevada, Tennessee, Georgia, Arizona and Wisconsin.

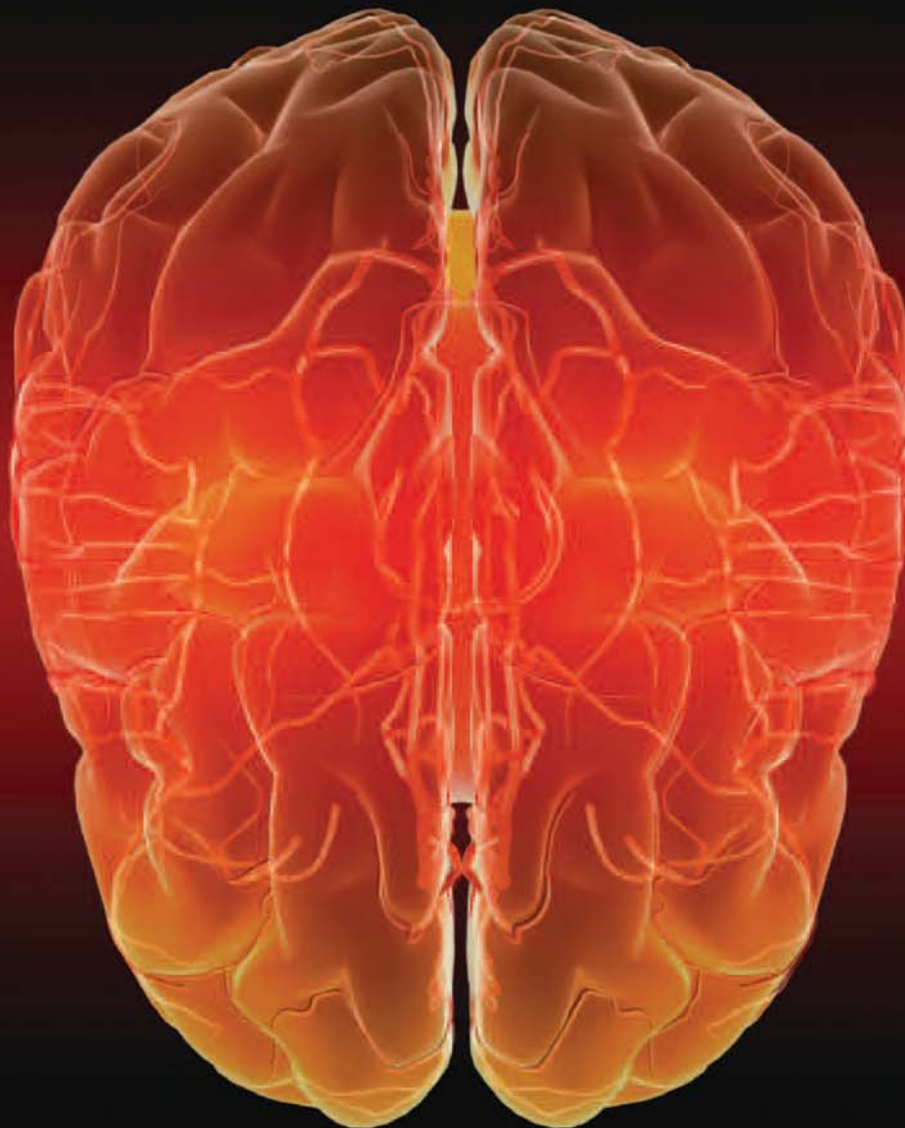
Kentucky sets annual investment record in first five months of 2017

Kentucky set its annual capital investment record in May, thanks to investments by Toyota, Amazon and others earlier in the year. Gov. Matt Bevin announced May 26th that the state has raised \$5.8 billion in investment commitments from companies locating or expanding in the Commonwealth. The previ-

Ports in the South broke tonnage records in 2016 due in part to the expanded Panama Canal. With an expanded canal, large Asian cargo ships can reach ports in the South much easier and faster than before.



Only generates 10–20 watts.




But it's one of our region's
most impressive energy sources.

There's a lot of brain power in the workforce of Virginia, Maryland and Delaware. For instance, the percentage of adults here with bachelor's degrees is twice the national average. And the number of doctoral scientists and engineers is greater than anywhere else in the Southeast. Factor in a work ethic that makes our workforce one of the most productive in the country, and just imagine the impact all this mental energy could have on your bottom line. Of course, our region's electricity costs make a big difference, too. As well as lower workers compensation (40% below the national average) and unemployment tax burden (40% less). So learn more about how our region's brighter ideas and lower costs can give you a higher return. Contact David Hudgins at ODEC: 804.968.4068, dhudgins@odec.com.



Serving Virginia, Maryland and Delaware

odec-ed.com

A Touchstone Energy® Partner 

AROUND THE SOUTH

ous record was \$5.1 billion in calendar year 2015.

TVA approves \$300 million strategic fiber expansion

The Tennessee Valley Authority Board of Directors approved a \$300 million strategic fiber initiative that will expand the company's fiber capacity of its transmission system. The expansion will meet the power company's bandwidth to accommodate new distributed energy resources. TVA's expanded fiber network will also make available added capacity to local communities in rural areas of

the South to help attract jobs.

Dallas named best city for jobs by *Forbes*

The metro area of Dallas-Plano-Irving was named the best city for jobs for 2017 by *Forbes* magazine, ousting San Francisco (which placed second) for the first time in years. Nashville placed third, followed by Charlotte and Orlando. Other Southern markets making the top 10 were Austin and Raleigh, and in the top 15 were San Antonio, Atlanta and West Palm Beach.

In which states does Apple employ the most

people? Three of the top five are in the South

In the spring quarter, Apple released a state-by-state breakdown that showed how many people the company employs in each U.S. state. Of course, with nearly 37,000 employees, California is No. 1. But in Texas, Apple employs nearly 8,500, followed by New York (4,291), Florida (3,868) and Georgia (1,516).

Only four U.S. markets achieve "inclusive growth" according to Brookings

A study published by the Brookings Institution in the spring quarter showed that many U.S. markets have achieved growth and prosperity from 2010 to 2015, but only four achieved broadly in-

clusive economic growth (i.e., benefits incurred by every section of society). Only four U.S. metros met the thresholds of inclusive growth and those were Albany (N.Y.), Austin, Charleston (S.C.) and Denver.

Best cities for job seekers? South lands seven out of top 10

According to indeed.com, Miami is the best city in the U.S. for job seekers. The job site's top 10 included Orlando, Raleigh, Austin, Sacramento, San Jose, Jacksonville (Fla.), San Diego, Houston and Memphis.

Louisiana stops jobs decline

In May, Louisiana reversed a long-standing job decline as a result of the downturn in the oil and gas industry. Louisi-



**THE
INTELLECTUAL
WORKFORCE
OF THE
FUTURE**

IS HERE TODAY.

madeinalabama.com

**MADE IN
ALABAMA**



CORPUS CHRISTI, TEXAS

**READY TO JOIN THE
COAST WITH THE
MOST?**

Strategically located, economically solid and surrounded by Gulf waters, South Texas brings together more opportunity than ever for businesses across the globe.

See all that South Texas can offer your business
at portofcc.com or ccredc.com

PORT CORPUS CHRISTI

Corpus Christi
REGIONAL ECONOMIC
DEVELOPMENT CORPORATION

f t y i



WE GROW COMMUNITIES

From working with new or existing companies to working with government leaders, we help our communities grow and prosper. Together, the Electric Cooperatives of Arkansas are your local energy partners.



Electric Cooperatives
of Arkansas

AROUND THE SOUTH



In 2016, Louisiana banked on exports of agriculture goods, oil and gas and LNG to achieve a trade surplus of \$7 billion with China. That figure is the largest surplus with China of all U.S. states. Pictured is Cheniere Energy's LNG export facility in Southwest Louisiana.

ana added 6,300 jobs over a 12-month period that saw big gains in the construction sector. The state's unemployment rate dipped to 5.5 percent.

Top states for small business growth; all but one are in the South

According to a study done by payroll provider Paychex, Tennessee is the nation's No. 1 state for small business job growth. Tennessee added 3.7 percent more small business jobs over the past year. The top five consisted of Florida, Georgia, Washington and Virginia.

Huntsville, Ala., named fastest growing tech city

According to ZipRecruiter and Payscale, Huntsville ranks at the top nationally for year-over-year job growth in the technology industry. The two companies looked

at over 8 million active tech jobs in the U.S. to come up with the ranking. Huntsville had a growth rate of 309 percent. Thousand Oaks, Calif., and Phoenix ranked second and third. Orlando, Nashville and Jacksonville (Fla.), also ranked high in the study.

Louisiana has largest trade surplus with China

In 2016, while the U.S. had a \$347 billion trade deficit with China, Louisiana banked on exports of agricultural goods and oil and gas to achieve a trade surplus of \$7 billion with China. That figure is the largest surplus with China of all U.S. states. Eight states had trade surpluses with China last year, including Alabama, Alaska, Montana, Oregon, South Carolina, Washington and West Virginia.

Mississippi's jobless rate lowest since 1976

In May, Mississippi's unemployment rate fell to a record low of 4.9 percent. The rate is the lowest since current unemployment surveys began in 1976. A year ago, Mississippi's unemployment rate was at 6 percent.

It costs less to run your business in the South

According to a report published in the spring quarter by Chicago-based Anderson Economic Group, eight of the 15 lowest business tax burdens are states in the South. Oklahoma had the lowest tax burden for businesses and North Carolina had the third-lowest. Making the top 15 in lowest business costs in the South were Missouri, Georgia, Texas, Louisiana, Tennessee and Alabama.

Tennessee is the first state in the nation to make community college free to all adults

Tennessee lawmakers approved legislation in the spring quarter that will expand the Tennessee Promise education program that was launched in 2014, which made community college tuition and fees free for recent high school graduates. Now, adults who do not have a two- or four-year degree can also attend for free beginning in the 2018 fall semester.

Florida job generation surging

In May, the state of Florida created nearly 30,000 jobs, out-pacing every other U.S. state. The unemployment rate dropped to 4.3 percent — the lowest mark since August 2007.

Montgomery creates more jobs than any county in Alabama

Who won the job creation crown in Alabama in calendar year 2016? It was the capital county of Montgomery. The county created 1,704 jobs in 2016, followed by Madison County with 1,548 jobs. Montgomery's year, which earned it an honorable mention in this issue's SB&D 100, was highlighted by a German auto parts maker's \$37 million new plant.

Deals at Deadline

Boston Consulting Group announced in the spring it will locate a new regional support center in Atlanta. The \$9.2 million project will create 200 jobs. **Envolve Vision**, the vision benefits unit of Centene Corp., will relocate its headquarters from a Rocky Mount, N.C., business park to Rocky Mount Mills, a mixed-use project on the Tar River. The deal will bring 120 employees to the former mill. In 2015, **Ford Motor** invested \$1.3 billion and added 2,000 jobs at its Kentucky Truck Plant in Louisville to build the Ford Super Duty truck. Now, the company is investing another \$900 million in the same plant to increase capacity in assembling Ford Expeditions and Lincoln Navigators, many of which will be exported. The project will retain 1,000 hourly jobs. Automotive tech supplier **Continental AG** is investing \$113 million in its Seguin, Texas plant, which produces engine control units, sensors and blind spot detection safety systems. The expansion will create 100 new jobs. Arkansas-based **Tyson Foods** is investing \$59 million in its

distribution center in Bibb County, Ga. The company will almost double the size of the facility and add 102 jobs. **Teletech Holdings** announced in the spring it will open a new customer service center in Morrilton, Ark. The deal will create 350 new jobs. Cosmetics chain **Sephora America** will open a distribution center in Olive Branch, Miss. The 720,000-square-foot center will house 400 workers.

PathGroup, a pathology and lab test provider is expanding its center in Davidson County, Tenn. The company, which will invest \$18 million and add 200 jobs, operates three labs in the Nashville area. Italy-based **TeMa North America** plans to build a manufacturing plant in Kearneysville, W.Va. The new 42,000-square-foot facility will produce insulation and drainage systems for the residential, industrial and commercial real estate sectors. It will house 30 workers. Ohio-based **Pennant Moldings**, a manufacturer serving the automotive and appliance industries, will invest \$8.6 million to build a facility in Lebanon, Tenn. The project will create 60 jobs.

General Motors will establish a new parts supplier park and create 850 jobs — 600 that will be reshored from Mexico — to support its full SUV assembly plant in Arlington, Texas. The park will feature 1.2 million square feet of space. The automaker is undergoing a \$1.3 billion expansion of its assembly plant in North Texas that houses almost 5,000 workers. The plant is the exclusive producer of the Tahoe, Yu-

kon and Escalade GM models. **XTO Energy**, the U.S. shale drilling unit of Exxon Mobil, announced in June it will relocate 1,600 workers to the Houston area from its Fort Worth headquarters. **Winkelmann Group**, a German company that manufactures metal parts for the

aerospace, automotive and defense industries, will invest \$12 million in a new plant in Auburn, Ala. The project will create 50 new jobs. **Select Comfort**, makers of the Sleep Number mattress, will open a technical support

CONTINUED ON PAGE 20



Superior Location for Manufacturing and Distribution

- Grantee of Foreign Trade Zone #294 from the Foreign Trade Zone Board of the U.S. Department of Transportation
- One day drive from 60% of the U.S. Population
- Recipient of "America's Marine Highway Leadership Award" from the Maritime Administration of the U.S. Department of Transportation

Bill Miller
270-442-9326 Ext. 110
bmiller@paducahriverport.org



AROUND THE SOUTH

Montgomery created more jobs than any county in Alabama in 2016. Montgomery's year was highlighted by a German auto parts maker's \$37 million new plant.



Compare mega to mega...



the Hutto Taylor site in the Austin, Texas MSA has everything you expect and things you don't:

- **608,000** talented workforce within a 30-minute commute
- **3 million** gallons/day excess potable water
 - **80 mph** bypass around Austin
 - **2 Class A** railroads (UP and BNSF)

Learn more about the unexpected by calling either:
In Hutto ■ Tim Chase CEcD, FM ■ 512-759-2806
In Taylor ■ Mark Thomas CEcD ■ 512-352-4321

come write your story



Whether you are a business owner, site selector or realtor, Harnett County combines rural beauty with proximity to urban areas to provide an optimal climate for business and industry.

Harnett County's location within the Research Triangle Region and the state of North Carolina creates an advantaged economic climate for entrepreneurs, business and industry.



Affordable land served by excellent infrastructure, moderate tax rates and available workforce are just a few of the reasons Harnett County is one of the fastest growing counties in North Carolina.



We're here to help.

Debbie Taylor, CEcD
Harnett County Economic Development
910-814-6891 (direct)
www.HarnettEDC.org

**AIKEN
EDGEFIELD
SALUDA**
SOUTH CAROLINA



ALL THAT'S MISSING IS YOU

- Total population of 560,000 and workforce population of 261,000 within 30 miles
- Available certified sites and buildings
- Regional wastewater system with over 7 MGD available
- Located between major cities, easy access to ports, interstate systems and nearby airports

All that's missing is you. Ask us for more reasons why our region is just right for you.



WILL WILLIAMS, PRESIDENT/CEO
WWILLIAMS@EDPSC.ORG



P.O. BOX 1708 | AIKEN, SC 29802 | 803.641.3300 | EDPSC.ORG

AROUND THE SOUTH

Tennessee lawmakers approved legislation in the spring quarter that will expand the Tennessee Promise education program that made community college tuition free for recent high school graduates. Now adults who do not have a two- or four-year degree can also attend at no cost.



center in Jefferson Parish, La. The new project will create 225 jobs. **CCL-Korsini** recently completed the expansion of its label printing facility in Collierville, Tenn. The \$25 million project will add 150 jobs. **American Wick**, a maker of drainage systems for buildings and highways, is expanding its facilities in Monroe, N.C. The company is investing \$8.7 million to replace and add equipment at its 100,000-square-foot facility.

Huntsville-based **Dynetics** is moving forward on a \$14 million aerospace testing center near Decatur, Ala. The company recently won a \$221 million contract to design, manufacture and test the universal state adapter that will couple the Orion space capsule to its upper stage. Dynetics will invest \$14.2 million in the project that will create

10 jobs. **James Hardie Building Products** is resuming operations at its idled plant in Dorchester County, S.C. The maker of fiber cement building products will invest \$15 million in its plant and hire 100 in the deal. **Mint Group**, a Chinese manufacturer of body, trim and decorative parts for the automotive industry, will renovate an existing building in Lewisburg, Tenn., for a new parts plant. The \$13 million project will generate 200 jobs.

Carcoustics, a German auto parts supplier, will invest \$6 million in a new facility in Buford, Ga. The company, which will make solution-oriented acoustic components, will create 200 jobs. Retailer **Gap** is investing \$42 million in its Tennessee distribution center in Sumner County, Tenn. The San Francisco company will hire 500 in the

deal. "Project Horseshoe" has been revealed. It is a \$79 million expansion of the **Ruiz Foods** facility in Florence County, S.C. The deal will create 700 new jobs.

Jeff Bezos' **Blue Origin** will build its next-generation BE-4 rocket engines at a new, 400,000-square-foot facility in Huntsville, Ala. The \$200 million capital investment will create 340 manufacturing jobs in Huntsville, dubbed the "Rocket City." **BMW** announced another expansion of its massive manufacturing plant in Spartanburg County, S.C. The company already employs about 9,000 workers at the plant. This latest expansion calls for a \$600 million investment and 1,000 more jobs. **Stormberg Foods**, a maker of meat protein snacks, is investing \$2.5 million in its first U.S. plant in Goldsboro, N.C. The project will create

60 jobs. German grocer **Lidl** announced in the spring it will place a \$100 million regional headquarters and distribution center in Cartersville, Ga. The deal will create 250 jobs. **Sumter East Home**, a supplier of housewares and other retail items, is investing \$37 million to move into an existing facility in Sumter, S.C. The manufacturing facility will house 88 workers.

Georgia-Pacific is investing \$400 million in its tissue and towel mill in Palatka, Fla. A new paper machine will be installed and 80 jobs will be created. Brazil-based **Braskem** will move forward on a \$675 million petrochemical plant in La Porte, Texas. The factory will be built next to the company's existing facilities and will be the largest polypropylene line in the Americas. ☼



Taking a birds-eye view at site selection in Kentucky while still in your PJs

PowerVision uses the latest drone technologies to provide an aerial showcase of available commercial and industrial tracts, along with vital information about our communities that allow you to conduct virtual site visits while still wearing your fuzzy slippers.

Kentucky's Touchstone Energy® Cooperatives 

Big Sandy RECC • Blue Grass Energy • Clark Energy • Cumberland Valley Electric • Farmers RECC • Fleming-Mason Energy
Grayson RECC • Inter-County Energy • Jackson Energy • Licking Valley RECC • Nolin RECC • Owen Electric
Salt River Electric • Shelby Energy • South Kentucky Rural Electric • Taylor County RECC

DataIsPower.org

SNAPSHOTS

FROM THE

ROAD

In the spring quarter, SB&D visited Alabama, Mississippi and Tennessee.



SB&D attended one of the Tennessee-Tombigbee Waterway's Fam Tours in the spring quarter. **1:** Candace Doriety, Chris Bontrager, B. Norris, Fred Hansarad, Phillis Belcher and Mitch Mays.

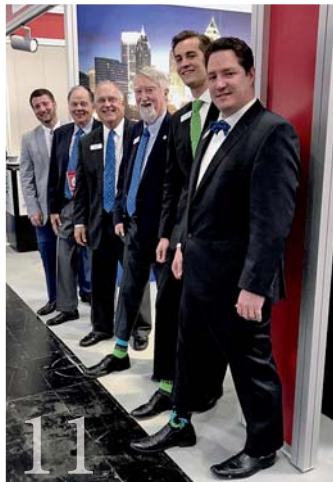
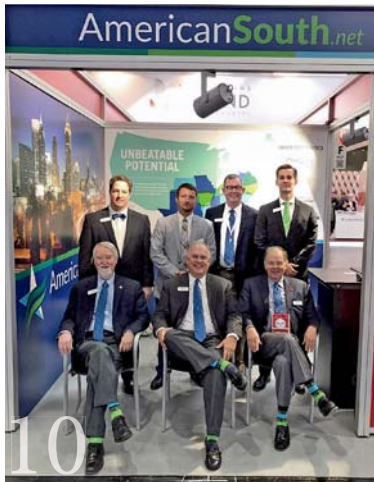
2: John Zippert, Phillis Belcher, Matthew Randle, Teresa Beeker and Dr. Warren Burke. **3:** Allen Turner, Jr., Matt Randle and Phillis Belcher.

4: Matt Randle. **5:** Danny Hensley and Mitch Mays.

6: Chris Bontrager and Mitch Mays. **7:** Mayor John Laney and Danny Hensley. **8:** Ted Clem, E. Cartwright and Mitch Mays.

9: Tom Criswell and James Lewis.





SEDC had a booth at Hannover Messe in the spring quarter. **10-11:** Pictured are (Seated L-R), Ron Tolley, Bob Leak, Jr., Rick Clifton. (Back row L-R) Andrew Nave, Cal Wray, Gene Stinson and Tyler Chaffee. In the spring quarter, SB&D owner and publisher Michael Randle spoke at the 2017 Regional Strategy Summit powered by the Mid-South Mayors' Council and convened by ULI Memphis. **12:** John Dudas, Mayor Jeff Huffman and Mayor Mark Luttrell. **13:** Mayor Ronnie Neill and Mayor Justin Hanson. **14:** Mayor George Holland and Chairman Chris Massingill **15:** Randle. **16:** Mayor Ronnie Neill, Mayor Justin Hanson, Mayor Frank Fogleman, Mayor Bill Rawls, Mayor Maurice Gaines, Mayor Chip Johnson and Mayor Mark Luttrell. **17:** Mayor Jim Strickland and Anna Holtzclaw. **18:** Suzanne Carlson and Paulo Nunes-Ueno. **19:** David Bradford and Mike Hammond.



RELOCATIONS & EXPANSIONS

For real-time news on business, politics and economic development in the South, go to RandleReport.com. For all projects announced in the South, go to SB-D.com. For information on automotive in the South, go to SouthernAutoCorridor.com. And for more information on rural development in the South, visit SmallTownSouth.com.



Chinese textile company announces big deal in Arkansas

Shandong Ruyi Technology Group, a manufacturer of yarn for textiles, announced in the spring it will invest \$410 million to repurpose the former Sanyo plant in Forrest City, Ark. It's the first North American plant for Ruyi. The company, which will process more than 200,000 tons of Arkansas-grown cotton, will hire 800 in the deal.

ARKANSAS

Large solar farm slated for rural Arkansas

Juno Beach, Fla.-based NextEra Energy is building a 475-acre solar farm near Stuttgart, Ark. Once completed, the facility will be home to more than 350,000 solar panels. NextEra will build, own and operate the solar farm and the

Kimberly-Clark invests in its Alabama mill

Kimberly-Clark Corporation has approved an investment of \$75 million for construction of a new combined heat-power plant at its tissue mill in Mobile. The plant, to be constructed over a two-year period, should improve energy efficiency and costs, as well as boost its overall competitiveness within Kimberly-Clark.

ALABAMA

James Hardie investing \$220 million in new plant

Dublin, Ireland-based James Hardie Building Products announced in the spring it will invest up to \$220 million to open an advanced fiber-cement building products plant in Prattville, Ala. The project will create 205 jobs. The company makes several types of fiber-cement products under the brands of HardiePlank, HardiePanel, HardieTrim and ColorPlus.

Swiss aerospace firm opening factory in North Alabama

RUAG Space will open a new factory in Decatur, Ala., to

support the United Launch Alliance. RUAG makes the enclosures and fairings used to cover satellites that are launched into space. The company will invest \$40 million and hire 100.

Walmart investing \$135 million in import facility

Retail giant Walmart will invest at least \$135 million to open a 2.5 million-square-foot import distribution facility in Mobile County. The facility will create 550 jobs and provide a major boost to the Port of Mobile. It will service about 800 Walmart stores with products primarily shipped through the Alabama port's container terminal.

Georgia-Pacific upgrades Alabama plant

Georgia-Pacific is investing \$50 million to upgrade its paperboard machine at the company's mill in Brewton, Ala. The company recently invested \$388 million to make energy improvements to the plant.





Florida train to create hundreds of new jobs

Brightline is planning to hire 200 people as it launches high-speed rail service in Florida. Dave Howard, CEO of Brightline, said the 200 positions will be for a variety of roles through the company's operations and stations in West Palm Beach, Fort Lauderdale and Miami.

energy will serve Entergy Arkansas customers.

Chinese company to invest \$5 million in pet treat plant in Danville

China-based Pet Won Pet Products will invest \$5 million to develop pet treats at a new 28,887-square-foot facility, located 99 miles northwest of Little Rock, in Danville, Ark. The company will create 70 new jobs at the plant.

FLORIDA

Amazon to bring 4,000 jobs to Jacksonville

Online retailer Amazon plans to build four facilities in different parts of Jackson-

ville that will create 4,000 jobs in Northeast Florida.

Walmart adding 2,000 jobs in Central Florida

Walmart will build a new distribution center in Cocoa, Fla., that will house about 450 workers. The retailer just completed its 2.2 million-square-foot warehouse in Davenport, Fla., and that facility will eventually generate 1,550 jobs.

Another big Amazon facility

In the spring quarter, Amazon.com signed a lease for its largest facility in South Florida. The company is leasing an 885,000-square-foot ful-

fillment center that will cost \$92 million. Terms of the lease require that Amazon hire at least 1,000 workers at the facility.

Lockheed moving hundreds of jobs from California to Florida's Space Coast

Lockheed Martin officials are following through on plans to relocate 300 jobs within its fleet ballistic missile division to its facilities at Cape Canaveral. The Maryland-based defense giant employs more than 7,000 workers in Central Florida. The move will reduce costs and centralize programs to key locations.

GEORGIA

Amazon developing new distribution center northeast of Atlanta

Amazon.com will build a new distribution center in Jackson County, Ga., the company announced in June. The facility will be Amazon's second in Jackson County. The deal will create 1,000 jobs.

Equifax bringing 800 jobs to Atlanta

Equifax, an information solutions provider, is adding 800 jobs to its workforce total of 3,000 in Atlanta. The company has moved into new office space in Midtown.

CONTINUED

Disney's Avatar expansion to create 3,000 new jobs

The World of Avatar is the largest expansion in Animal Kingdom's history, and the opening of Pandora will hire 1,500 new cast members, 700 operational and 800 construction roles. "Walt Disney World has 73,000 cast members today, serves as the largest single employer in the United States," said Senior Vice President of Walt Disney World Parks Jim MacPhee. "All of those cast members live, work and play here in Central Florida. And so this ability to add incrementally to that is just another boost to the entire economic engine of the Central Florida community." Pictured here is Pandora's groundbreaking in 2014.



RELOCATIONS & EXPANSIONS



Aluminum manufacturer to hire 550 in heart of Appalachia

A metals company will build a \$1.3 billion facility near the border of Kentucky and West Virginia, pledging to hire 550 employees earning average salaries of \$70,000 in an area devastated by the loss of coal and manufacturing jobs. Braidy Industries says the 2.5 million-square-foot facility in Greenup County, Ky., will produce aluminum for the automotive and aerospace industries, two of Kentucky's largest manufacturing sectors. The company expects 1,000 workers will be needed to build the plant next year, with construction to be completed in 2020. Shown here are Craig Bouchard, chairman and CEO of Braidy Industries, and Kentucky Governor Matt Bevin.

Aluminum manufacturer expanding

Based in Douglas-Ga., Elixir Extrusions is investing \$8 million in its plant in Coffee County, Ga. The company makes custom aluminum extrusions and parts in a 250,000-square-foot facility for a variety of industries. The expansion will add space and 100 jobs at the facility.

Star Snacks announces \$18 million facility

New Jersey-based Star Snacks will construct a 200,000-square-foot facility to source, roast and distribute peanuts grown in southwest Georgia. The facility in Macon-Bibb County, Ga., is

expected to create more than 115 jobs.

KENTUCKY

Big aluminum mill announced in Kentucky

Tri-Arrows Aluminum will build a new cold rolling mill that produces aluminum sheets for beverage cans and automobiles. The \$125 million plant will be located next to the Logan Aluminum plant in Logan County, Ky., and will house 60 workers.

Charlotte-based Nucor expanding Kentucky mill

Nucor Steel Gallatin Mill will expand its plant in Ghent, Ky. The plant produces rolled steel sheet used in

automotive and agricultural equipment. The \$176 million expansion will generate 75 jobs.

Apple investing \$200 million in Kentucky plant

Apple is investing \$200 million in Corning's Gorilla Glass plant located in Harrodsburg, Ky. The glass is used in iPhones. No job numbers were given in the announcement.

Another bourbon distillery expansion in Kentucky

Bourbon's huge comeback over the last six or seven years is continuing unabated in Kentucky. Wilderness Trail Distillery will invest

\$9.91 million in its facility in Boyle County, Ky. The project will expand production from 6,000 barrels a year to 36,000 barrels.

Tech firm to create HQ in Louisville

Interapt, a new tech development startup, will build a \$3.7 million home base and add 250 jobs in Louisville's Portland neighborhood. The company plans to renovate a 22,000-square-foot manufacturing and warehousing facility near downtown. Interapt develops mobile, web and high-tech wearable applications that business clients use to their improve communications.

Big data center slated for Georgia

Las Vegas-based Switch, a global technology solutions provider, will invest \$2.5 billion in a Switch PRIME data center in Douglas County, Ga. The new Atlanta area center will be the highest rated data center in the Southeast. The project will create 65 jobs. Shown here is the company's Core Campus in Nevada.





LOUISIANA

Big Louisiana project is now even bigger

The previously announced LNG export facility on the Calcasieu Ship Channel in Cameron Parish, La., was originally an \$11 billion project. Now G2, who is building the facility, is adding a petrochemical plant, bringing total investment in the two plants to \$23 billion. At build out, the two projects will create 6,000 construction jobs and 700 permanent positions.

Chinese companies announce mega chemical projects in Louisiana

A pair of Chinese companies recently announced two separate chemical plant projects slated for Louisiana that will be worth billions. The first announcement came from Wanhua Chemical Group, one of the world's largest

producers of methylene bisphenyl diisocyanate (MDI). After years of negotiations with Louisiana Economic Development (LED), the company landed a \$4.3 million infrastructure grant to build a \$1.12 billion chemical plant. The company has yet to pinpoint an exact location for the complex. LED said that the project could produce as many as 170 direct and 945 indirect jobs. Yuhuang Chemical Inc. also announced it could end up spending billions more than projected to complete its current methanol project in St. James Parish.

Noranda Alumina expanding Port of South Louisiana facility

Gov. John Bel Edwards and Port of South Louisiana officials announced in the spring that Noranda Bauxite and Alumina will invest \$35 million to expand and upgrade

Big deal in Northeast Louisiana

Graphic Packaging and DHL are teaming up to inject millions into facilities in West Monroe and Monroe, La. Graphic Packaging announced it is investing \$120 million in its West Monroe mill and will also pump \$70 million into a new 1.27 million-square-foot folding carton plant on the 726-acre Millhaven Road property on Interstate 20 in Monroe. DHL Supply Chain will also invest \$84 million in the new facility.

Biewer Lumber opens \$85 million sawmill in Newton, Miss.

Biewer Lumber has opened its \$85 million state-of-the-art sawmill, 64 miles east of Jackson, Miss. The Newton facility, which is officially known as Biewer Sawmill-Newton, expands the company's mill production into the South.

its alumina refinery at the port. The company will also establish its headquarters in Gramercy, La. The deal will create 65 jobs.

Lotte Chemical USA moving to Louisiana

Lotte Chemical USA has decided to establish its headquarters in Lake Charles, where the corporate office will join the company's \$1.1 billion monoethylene glycol plant under construction. Together, the plant and corporate headquarters will create 130 new direct jobs, over 1,200 permanent new indirect jobs, and more than 3,000 construction jobs. In addition to Lotte Chemical's MEG plant, the company is investing in a \$1.9 billion joint venture with Westlake Chemical to build an ethane cracker complex, also under construction on the 250-acre site that will be home to the MEG plant and future headquarters.

Waitr adding 100 jobs in Lafayette

Waitr, an online and mobile software solutions company for the restaurant industry, is adding 100 jobs at its technology center in Lafayette. The company is headquartered in Lake Charles, La.

MISSISSIPPI

New Process Steel expands in Columbus

A metals solutions company, New Process Steel, is upgrading its operations in Columbus. The company plans to invest \$7.5 million and create 50 jobs by the end of 2018. The expansion will need \$750,000 in Development Infrastructure Program grants from the Mississippi Development Authority for road improvements, and up to \$1 million in a state loan to pay for a rail spur from the the Steel Dynamics campus.

CONTINUED

RELOCATIONS & EXPANSIONS

Northrop Grumman expands unmanned systems plant in Mississippi

Northrop Grumman is expanding production and adding new work to its Unmanned Systems facility in Moss Point, Miss. The expansion will also include sub-assembly work for the F-35 program. The \$3.7 million investment will create 60 jobs in Jackson County.

Healthcare firm opens new headquarters in rural Mississippi

Avectus Healthcare Solutions has completed the expansion of its headquarters in Corinth, Miss. The company has added 130 jobs.

Regions to build \$23 million operations facility in Hattiesburg

Regions Financial Corp. is investing \$23 million into its Mississippi operations with a new facility in Hattiesburg. The Birmingham-headquartered bank currently em-

ployes 320 people in the Hattiesburg area, but it plans to add about 90 employees to support operations. The new facility will primarily house workers from Regions Mortgage.

MISSOURI

Centene breaks ground on \$770 million expansion in Clayton

Centene officials recently broke ground on the company's \$770 million campus expansion project in Clayton. The project will include office towers, parking garages, residential units, and a hotel and civic auditorium for the healthcare enterprise that serves as an intermediary for both government-sponsored and privately-insured healthcare programs.

Kraft Heinz opens expanded plant

Kraft Heinz has opened its \$250 million expanded plant in Kirksville, Mo. In 2016, the company announced it would add sev-

en new Oscar Mayer meat production lines, nearly tripling the size of the plant to over 450,000 square feet. Two hundred jobs were created in the expansion.

Technology company adding 415 jobs in Kansas City

DST, a global technology, advisory and operations outsourcing firm, is expanding in Kansas City. The company is adding 415 new jobs.

Pet food maker expands in Missouri

Blue Buffalo, a maker of Heartland Pet Food, is expanding its manufacturing campus in Joplin, Mo. The company is adding 112,000 square feet of space to its current 416,000-square-foot facility. Blue Buffalo officials have pledged to create more than 160 full-time jobs.

Companies in joint venture to create 150 jobs in Joplin

ABB, which is a multinational company known for

robotics and ATC (Automated Technology Company), are teaming up to build a home automation business in Joplin. The work that will be done is everything from programming software to installing the components for home automation. The deal will create 150 jobs.

3M adding jobs in Springfield

3M will expand its plant in Springfield. The facility produces industrial adhesives and tapes for the aerospace industry and other sectors. The \$40 million project will create 90 new jobs.

Frozen food plant to be built in Missouri

Ajinomoto Windsor is building a new frozen appetizer plant in Joplin, Mo. The deal will create 200 jobs.

NORTH CAROLINA

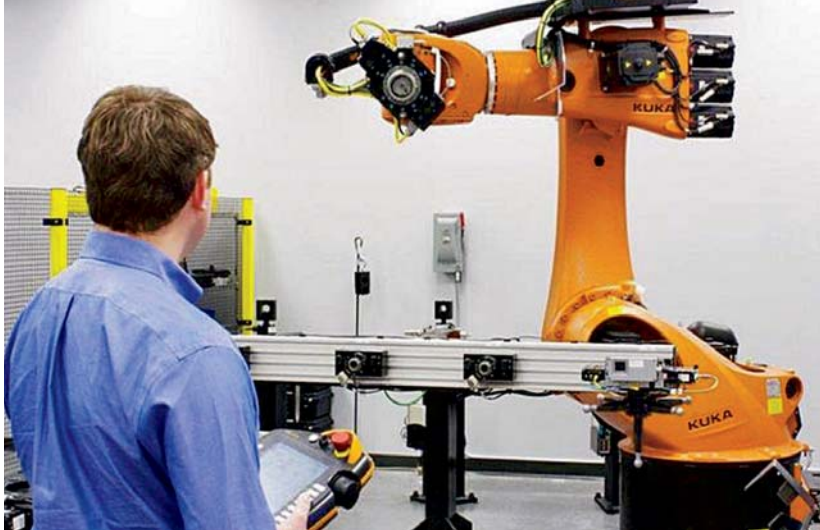
Credit Suisse expanding by 1,200 jobs at Research Triangle Park

Swiss multinational financial

Dollar Tree plans 1.2 million-square-foot distribution hub in Missouri

Dollar Tree will invest approximately \$110 million to build a 1.2 million-square-foot distribution facility in Warrensburg, Mo. The company plans to create 375 new jobs, as it expects 150 to 200 inbound/outbound trucks per day as the facility supports the Midwestern U.S. retail store network.





Robotics company to expand North Carolina plant, adding 275 jobs

A company that makes robotics parts is expanding its operation in North Carolina, adding 275 jobs over the next four years. ATI Industrial Automation plans to spend \$6 million to expand its factory and headquarters in Apex.

services firm Credit Suisse Group is adding 1,200 jobs at its tech hub in Research Triangle Park, N.C. The company is investing \$70.5 million in a new building on its campus there. The new jobs are primarily IT and finance and will average nearly \$100,000 per year. Credit Suisse moved significant operations to North Carolina in 2004 following the 9/11 terrorist attacks. The company also cited the Raleigh-Durham area's skilled labor force and lower real estate and operating costs in first moving to RTP.

Financial services firm hiring 550 in Charlotte

AXA, a financial protection firm, is doubling its workforce to 550 at its location in University City's Innovation Park in Charlotte. The company is investing \$18 million in the project.

Big deal for Turkish textile company in Winston-Salem

A Turkish textile company wants to purchase the assets of defunct Microfibres Inc. and start a new company

called HBFabrics in Winston-Salem. The company expects to invest nearly \$4 million and add 390 jobs.

Buncombe Commissioners okay incentives for 551 Black Mountain jobs

Buncombe County Commissioners (N.C.) voted to authorize incentives to Avadim Technologies, a life-sciences company that promises to bring 551 new jobs and invest \$25.4 million in the area. Avadim Technologies now employs 56 people full-time. The company is planning to move to Black Mountain to create a 100,000-square-foot plant.

Novant Health's \$49 million expansion brings 100 new jobs to Piedmont Triad Medical Center

Novant Health is adding about 100 new jobs at its medical center in Clemmons, N.C., as it expects to complete construction on the facility this summer. The Novant Health Clemmons Medical Center, where the positions will be located, has

recently undergone a \$49 million expansion.

OKLAHOMA

HVAC component manufacturer to open new plant

Ductmate Industries has purchased a 198,000-square-foot building in Wagoner, Okla., to open an HVAC system components plant. The project will create 60 new jobs.

Plastics manufacturer expands in Oklahoma

McClarín Plastics, a maker of

engineered plastics used by the oil and gas industry and others, has purchased Custom Composites in Oklahoma City. The acquisition will pave the way for more space and 50 new jobs.

Four hundred new jobs from MedXM expansion in Oklahoma

Mobile Medical Examination, which provides in-home health risk assessments, will be expanding into Oklahoma City to house additional support for MedXM outreach initiatives.

CONTINUED



LuLaRoe distribution center coming to Richland County, S.C.

California-based clothing line LuLaRoe, founded in 2013 and currently sold in 80,000 retail locations, is opening a distribution center in the former Bose plant in Blythewood. The new facility is expected to bring nearly \$35 million in investment and create as many as 1,000 jobs.

RELOCATIONS & EXPANSIONS



Stanley Black & Decker adding jobs in Jackson, Tenn.

Stanley Black & Decker, a maker of tools and hardware, is relocating and reshoring new lines of production at its facility in Madison County, Tenn. The company will invest \$29 million and add 255 jobs.

SOUTH CAROLINA

Samsung in late stages of investing \$300 million in South Carolina

Korean electronics giant Samsung is in late-stage discussions with South Carolina officials to invest \$380 million in the former Caterpillar plant in Newberry, S.C. The project is expected to create 950 jobs.

BAE adding jobs in Aiken County

BAE Systems, which integrates electronic and tactical vehicles and provides IT security services at its facility in Aiken County, is upgrading its facilities there. The company will invest \$8.4 million and add 120 jobs.

Boat company adding 370 jobs

Scout Boats, based in Summerville, plans to invest nearly \$11 million as it expands its Dorchester County operations, creating 370 jobs. The boat manufacturer, which also expanded in 2014, plans to build a facility in Summerville that will be large enough to house the company's new

53-foot yacht model.

Glass fiber plant expands in Aiken County

AGY Holding has invested in upgrades of equipment at its glass fiber plant in Aiken County, S.C. The project will create 80 jobs.

Electrolux investing in South Carolina plant

Charlotte-based Electrolux is investing \$200 million to upgrade its plant in Anderson, S.C. The company will add 800,000 square feet. No additional jobs to the 1,300 already housed at the plant will be created.

TENNESSEE

Another tire manufacturer captured by Tennessee

Finland-based Nokian Tyres announced in the spring it will build a \$360 million tire production plant in Dayton, Tenn. It is the largest foreign direct investment in Rhea County's history. The new 830,000-square-foot facility will house 400 workers.

Manufacturer picks Dyersburg for plant

Frazier Industrial Compa-

ny announced in the spring it will build a new manufacturing plant in Dyersburg. The company makes structural storage racking systems. The \$17.4 million, 175,000-square-foot deal will create 120 new jobs.

Plant bringing 250 jobs to Morristown

A Wisconsin maker of coffee filters and wet wipes will open a factory in Morristown, Tenn., about 40 miles northeast of Knoxville, bringing 250 new jobs. Rockline Industries will form a new subsidiary to make wet wipes in a 435,000-square-foot facility.

KPS Global expands in Northeast Tennessee

KPS Global, a walk-in cooler, freezer and environmental chamber manufacturer, is expanding its plant in Sullivan County, Tenn. The company will invest \$1.5 million, add space and hire 64 new workers.

Fortune 1000 relocating HQ in Tennessee

Mueller Industries, currently headquartered in Mem-

phis, is planning to move its 120-person headquarters to an office building still under construction 30 miles away in Collierville. The company produces piping, industrial metals and climate control products.

Handgun maker SCCY bringing 350 jobs, \$22.5 million to Blount County

Florida handgun manufacturer, SCCY (pronounced "sky") Industries, will bring 350 jobs to Blount County with an initial \$22.5 million investment, constructing a 150,000-square-foot campus to house corporate, research and development and manufacturing facilities.

Three hundred tech jobs announced in Tennessee

SAIC (Science Applications International Corp., which is based in McLean, Va.) is adding 300 tech jobs in Cookeville, Tenn.

TEXAS

Exxon, SABIC choose Texas for \$10 billion petrochem project

ExxonMobil Chemical Co.

Huge data center planned for Allen, Texas

Dallas-based CyrusOne is building one of the largest data centers in Texas. The 1.4 million-square-foot complex will be built on 66 acres in Allen. The center will be larger than Facebook's \$1 billion data center under construction in nearby Fort Worth. The Dallas-Fort Worth region has more data centers than anywhere in the U.S. except for Northern Virginia.



and Saudi Basic Industries Corp. (known as SABIC) announced in April they have selected a site in San Patricio County, Texas for a multi-billion-dollar petrochemical project. Natural gas from the Eagle Ford Shale was key in landing the \$10 billion plastics plant that will be built just north of Corpus Christi, where it is expected to be a game changer for the South Texas economy. The plant, which will make ethylene and other chemicals for polyester, anti-freeze, plastic bottles and food packaging products, will hire 600 permanent employees, in addition to creating 11,000 construction jobs.

Japan-based Daikin Industries completes \$417 million, 4,000-employee campus near Houston

Daikin Industries, one of the largest heating and air conditioning manufacturers in the world, has completed its \$417 million campus on 500 acres outside Houston. The campus features a 4.2 million-square-foot building,

the largest tilt-wall structure in the world, and the second largest manufacturing facility in North America. The complex will serve as the company's design, engineering and assembly plant of systems for residential and commercial use.

American Airlines begins new Fort Worth HQ

American Airlines has begun work on its new 1.8 million-square-foot headquarters campus in Fort Worth. The 300-acre site is where the airline giant housed its original Fort Worth headquarters in 1983, after the airline relocated its operations from New York to North Texas. The new headquarters will have enough space to house up to 11,000 employees.

If you are a Facebook user, your posts are likely going through Fort Worth Phase one of Facebook's largest data center is now operational in Fort Worth. The first of five Fort Worth data centers officially came online in May. The \$1 billion project includes 20 data halls on nearly 150 acres. Facebook filed for a \$267 million permit in May to begin work on the second phase of the data center.

Glass manufacturer in Wichita Falls breaks ground on expansion

Vitro Architectural Glass broke ground this spring on an expansion of its facilities in Wichita Falls, Texas. The company makes glass for commercial facilities. The \$55 million project will cre-

ate 50 jobs.

San Antonio lands distribution center, 1,000 jobs

TJX Companies is building a 1.5 million-square-foot distribution center in the South Side of San Antonio. The project will create 1,000 jobs.

Construction begins on \$113 million pharma campus in Carrollton

Construction on a \$113 million, 40-acre campus for AmerisourceBergen Specialty Group has begun in Carrollton, which will make enough room for a division of Pennsylvania-based AmerisourceBergen Corp. to add more than 1,000 employees. There are plans to employ upwards of 3,000 in the next decade.

VIRGINIA

Amazon Web Services to create 1,500 more jobs in Fairfax County

Gov. Terry McAuliffe announced in June that Amazon Web Services (AWS), an Amazon.com company, will expand its presence in Fairfax County, Va., with a new East Coast corporate campus at One Dulles Tower in the Herndon area of the county. The expansion is expected to create up to 1,500 jobs. Virginia competed against Texas and Washington State for the deal. AWS is one of the world's most comprehensive and broadly adopted cloud platforms.

Company adding 434 jobs in Newport News
Ferguson, a plumbing whole-

saler, has announced a major expansion at its Newport News headquarters. The company is investing \$82.8 million to add a new campus at City Center at Oyster Point. The project will create 434 jobs.

Amazon to create 1,000 jobs in Frederick County

Amazon will establish an e-commerce warehouse and distribution operation in Frederick County. The company plans to construct a new, 1 million-square-foot facility in the White Hall Commerce Center.

Eastman expanding Virginia plant

Eastman Chemical will invest \$11.7 million at its plant in Henry County, Va. The company will expand capacity for performance films used in a variety of industries. The deal will create 15 jobs.

WEST VIRGINIA

Manufacturer breaks ground in West Virginia

Italy-based Pietro Fiorentini, a manufacturer of pressure regulators and valves for the natural gas industry, broke ground in June on a new plant in Weirton, W.Va. The deal will create 45 jobs.

New plant slated for West Virginia

Canada-based Shaw Almex is moving into an existing facility in Wayne County, W.Va., that will be a center for new product development in material handling and conveying solutions. The project will create 25 employees. ☼



Big investment in Virginia bakery

Wholesome Harvest Baking, a subsidiary of Grupo Bimbo, one of the largest bakery companies in the world, is investing \$22 million to upgrade equipment at its operations in Roanoke.

SOUTHERNAUTO CORRIDOR★COM

For real-time news on business, politics and economic development in the South, go to RandleReport.com.
For all projects announced in the South, go to SB-D.com. For more information on the automotive industry in the South, go to SouthernAutoCorridor.com. And for more information on rural development in the South, visit SmallTownSouth.com.

FACTS ABOUT TODAY'S AUTO INDUSTRY

- The average age of vehicles in the U.S. is a record 11.6 years.
- The average length of ownership is almost seven years.
- The average price of a new vehicle is \$34,342.
- The average price of a compact SUV is \$28,395.
- The average price of a full-size pickup is \$45,252.
- The average price of a full-size SUV is \$60,670.
- Generation X members account for 25 percent of new car purchases.
- Baby boomers account for 36 percent of new car purchases.
- Millennials account for 29 percent of new car purchases.

Great Wall Motor to build North American plant

In May, the CEO of China's Great Wall Motor Company said that the company is searching in Mexico and the U.S. for sites to build a new assembly plant. Great Wall is China's largest SUV and pickup truck manufacturer. Officials with the company told Reuters that the site choice will depend on trade issues among the U.S., Mexico and China.

Industrial robot purchases in the U.S. will rise by 300 percent in nine years

The number of robots used in the manufacturing process will jump by nearly 300 percent in less than a decade according to ABI Research. In 2016, 40 percent more robots were sold than in 2013, says the Robotic Industries Association. And, according to the National Economic Research Bureau, for every new industrial robot sold and installed into the workforce, six jobs on average were eliminated. Last year, the U.S. automotive industry accounted for 70 percent of all robots sold in North America. According to Forrester Research's Future of Jobs report released in April, automation and robotics will displace 24.7 million jobs by 2027. At the same time, however, the new technology will create 15 million jobs, leading to a net loss of almost 10 million jobs.

ALABAMA

Mercedes' big Alabama expansion finishing up

Fifteen months after the groundbreaking, the new \$1.3 billion, 1.3 million-square-foot Mercedes-Benz body shop at its plant in Vance, Ala., is nearing completion. Most of the construction is finished and state-of-the-art equipment is being installed before the shop can be operational sometime next year. When completed, nearly 1,000 robots will help assemble 300,000 vehicles a year. Driverless, auto-guided vehicles will use 36,000 magnets that have been installed in the floor of the body shop to deliver components to each workstation. The magnets will replace traditional conveyor belts that typically move parts and vehicles through the shop.

Honda to expand Alabama plant

Honda once again plans to expand its Alabama factory to take advantage of car buyers' demand for larger vehicles. The Japanese automaker will invest \$85 million to expand its Lincoln, Ala., plant by next year. The report also indicated that the Talladega County Commission approved tax incentives for the project last week. Honda

has invested more than \$750 million in the plant since 2011, including a \$71.4 million engine assembly facility that opened in 2015.

Auto parts supplier creating 100 jobs with major expansion in Alabama

Auto parts supplier Hanwha Advanced Materials America is investing once again in its Opelika, Ala., plant. The Seoul, South Korea-based manufacturer plans to invest nearly \$20 million into its factory with 100 new jobs being generated over three years. The parts supplier will employ more than 400 people when the dust settles, with its total investment in the Opelika plant rising to nearly \$80 million since opening there in 2005.

American Metals Group bringing 80 jobs to Childersburg

American Metals Group is starting up in Childersburg with a \$5.3 million investment, and looking to bring about 80 jobs. The company manufactures cold drawn steel bars for the automotive, construction and energy industries.

ARKANSAS

Hino adds production line in Marion

Hino Motors Manufacturing, a division of Toyota, has

started a new production line at its plant in Marion, Ark. The company is now producing rear axles and other components for the Toyota Tacoma. Over the last few years, Hino has invested more than \$280 million in the plant that also produces suspension components, stampings and frames for a variety of Toyota models.

FLORIDA

Jacksonville port lands new Alfa Romeo Giulia

Jaxport, one of the leading vehicle import points on the East Coast, is now the Southeast distribution point for the mid-size Alfa Romeo Giulia sedan. The lineup includes the 280-horsepower Giulia, the Giulia Ti and the 505-horsepower Giulia Quadrifoglio.

GEORGIA

Kia rolls out one-millionth Sorento model at Georgia plant

In the spring quarter, Kia Motors Manufacturing in Georgia celebrated the assembly of its West Point plant's one-millionth Sorento model. KMMG launched production of the Sorento in November 2009. The \$1.1 billion plant supports more than 15,000 jobs in West Georgia.

KENTUCKY

Toyota's big Kentucky expansion will be felt in adjoining states

Toyota's April announcement of a massive retooling of its largest assembly plant in Georgetown, Ky., will most certainly positively transform the Kentucky economy. The \$1.3 billion expansion will also affect states around the Commonwealth, particularly suppliers in Tennessee, which sits between Toyota plants in Kentucky and Mississippi. The expansion is one of the largest in dollar amounts by any automaker in the Southern Auto Corridor. The Kentucky plant will be refitted to handle the Toyota New Global Architecture, which means assembly lines can be quickly shifted to produce stronger selling models. Toyota employs nearly 10,000 people in Kentucky and over 8,000 at its Georgetown assembly plant. The expansion is one of the largest ever in the U.S.

Demand for Ford Escape best in history

The automotive industry is preparing for a drop in overall sales this year, but depending on the model, some automakers are still at three shifts, 24/7. Demand for small SUVs like the Ford



Fifteen months after the groundbreaking, the new \$1.3 billion, 1.3 million-square-foot Mercedes-Benz body shop at its plant in Vance, Ala., is nearing completion.

Jaxport, one of the leading vehicle import points on the East Coast, is now the Southeast distribution point for the mid-size Alfa Romeo Giulia sedan.



Escape has never been higher. Ford makes the Escape at its plant in Louisville. The automaker will shorten its traditional two-week summer shutdown to one week in order to assemble 8,500 additional Escape models this year.

KAAP to expand in Bowling Green, create 129 jobs

Kobe Aluminum Automotive Products (KAAP) will expand for a seventh time in Bowling Green, investing more than \$51 million and creating 129 full-time jobs. KAAP will add more than 108,000 square feet to accommodate new production lines and equipment.

Paducah automotive supplier plans 50-job expansion

UACJ Automotive Whitehall Industries plans to expand its presence in Paducah, Ky., with a \$3.3 million investment expected to bring an additional 50 jobs. The project will include machining centers, robotics and additional fabrication equipment.

Kentucky auto supplier spends \$20 million

Combined with its operations in Bullitt and Nelson counties, a supplier for the automotive industry will spend almost \$50 million and hire 35 to expand its current facilities in Shepherdsville. Tower Automotive Operations USA received preliminary approval

for tax incentives through the Kentucky Economic Development Finance Authority.

LOUISIANA

World's largest auto refrigerant plant opens in Louisiana

Honeywell celebrated the startup of its \$300 million Louisiana plant that makes a next-generation air conditioning refrigerant. The product will sharply reduce greenhouse gas emissions.

MISSISSIPPI

Toyota announces major Mississippi investments

Toyota Motor Corp. is making a major financial investment in its Blue Springs, Miss., manufacturing facility with the announcement of a \$10 million visitor and interactive training center as well as \$350,000 in donations for education and literacy. Officials announced the investments at the recently celebrated 10th anniversary of the groundbreaking for the \$1 billion plant in Union County.

NORTH CAROLINA

Auto supplier opening plant in North Carolina

Borealis Compounds, a maker of plastic materials for use in fenders, dashboards and grills, will open a new plant in Alexander County, N.C. The company, which supplies GM, Ford, BMW, VW,

Volvo and other automakers, is investing \$15 million and will hire 37 in the deal.

Brake plant to add 160 jobs in \$40 million expansion

Continental North America will spend \$40 million to expand its Morganton automobile brake plant, adding 160 jobs in the process. The added capacity will allow the company to make its new MK C1 braking system.

SOUTH CAROLINA

South Carolina captures another mammoth tire plant

Chinese tire maker Wanli Tire is planning to invest up to \$1 billion in a new plant in Orangeburg, S.C. The state plans to provide \$40 million to assist in developing the site in Orangeburg County. The project is expected to create up to 1,200 jobs. South Carolina produces more tires than any other state in the U.S., and is home to foreign-owned tire makers based in France, Japan, Germany, Singapore, Sweden and China.

Mercedes-Benz van plant begins hiring process

Mercedes-Benz Vans is completing its plant in North Charleston, and has begun the hiring process. The company expects to hire 1,000 workers within three years at the plant.

Volvo moving equipment into South Carolina plant

Sweden-based, China-owned

Volvo plant in Berkeley County is gearing up to make the S60 sedan in the Palmetto State. The \$500 million, 2.3 million-square-foot facility is ahead of schedule, meaning mass hiring for the facility will come sometime in the fall. Volvo will begin testing its machinery at the plant in August, and the first vehicle will make a test run through the body shop, paint shop and final assembly lines by the end of this year. The company expects to hire 2,000 workers for its first phase. Volvo sold 82,724 in the U.S. last year, its best year since 2007.

Volvo to export cars to China

Volvo. (Sweden-based, Chinese-owned), is planning to export cars to China from an American plant. The factory under construction in Berkeley County, S.C., will employ 4,000 workers and produce a small sedan that will be sold in Europe and China beginning in 2018.

Wabco opens \$20 million Lowcountry expansion

A Brussels-based automotive supplier is growing its existing Lowcountry footprint. Wabco recently celebrated the opening of its \$20 million manufacturing facility in North Charleston, which will supply parts to major truck, bus and trailer manufacturers. The 55 new hires bring the facility's total to 230 employees.

TENNESSEE

Volkswagen to build a small SUV in Chattanooga

In May, the first SUV made at Volkswagen's Chattanooga assembly plant rolled off the line. Called the Atlas, the mid-sized SUV is a seven-seat model. VW announced in April that it will now add a smaller five-seat SUV at the plant. No date for production has been set. VW also assembles the Passat sedan at the plant. The company is adding 200 more workers to the 1,000 who have already been hired since December.

Another tire manufacturer captured by Tennessee

Finland-based Nokian Tyres announced in the spring it will build a \$360 million tire production plant in Dayton, Tenn. It is the largest foreign direct investment in Rhea County's history. The new 830,000-square-foot plant will house 400 workers.

Trio of Tennessee auto suppliers announce expansions

A trio of automotive suppliers in Smyrna, Tenn., will add 520 jobs in expansion

plans totaling \$142.4 million. Federal-Mogul will add 285 jobs, Topre America plans for 145 new jobs and Steel Technologies for 90. All three companies will receive tax incentives.

Canadian auto parts manufacturer setting up shop in rural Tennessee

Based in Canada, Tennessee Tool and Fixture, a maker of automotive mold and castings, is setting up shop in Manchester, Tenn. The \$6.5 million plant will house 60 workers.

Japanese auto parts supplier to build new Tennessee plant

Japan-based Miyake Forging will build a new \$13.7 million bearings plant in Surgoinsville. The plant, in Hawkins County in Northeast Tennessee, will house 60 workers.

TEXAS

Toyota moving thousands of employees into new Texas headquarters

They are coming from Kentucky, California and New York to a spanking new headquarters in Plano, Texas. We're talking about Japanese automaker Toyota and the con-

solidation of its three North American headquarters into one in the Dallas-Fort Worth MSA. About 250 team members moved into the new 100-acre, 2.1 million-square-foot corporate campus in May, and Toyota has moved about that many employees into the new facility every week since. The new headquarters has room for 6,500 employees.

Toyota's vehicle data science hub doubling headcount in Texas

Toyota Connected, the automaker's data science division that is located next to the company's new headquarters in Plano, Texas, is doubling its employee headcount to 200.

Truck manufacturer to locate in McKinney, Texas

PACCAR, a manufacturer of a variety of trucks, will locate a new facility in McKinney to produce its Dynacraft series. The \$20 million plant will house an undetermined number of workers. ☼

(Bottom left) Kentucky Gov. Matt Bevin, Consul General of Japan from Nashville Masami Kinefuchi and TMMK President Wil James were together for the announcement in the spring quarter that Toyota will invest \$1.3 billion in its plant in Georgetown, Ky. (Top) Celebrating 10 years, Toyota announced the construction of a visitor center at the assembly complex in Blue Springs, Miss. Pictured is Sean Suggs, vice president of manufacturing for Toyota Mississippi, who said, "This investment will allow us to build an interactive visitor and training center that will spotlight the Corolla's rise to the best-selling car in the world."

(Below) Finland-based Nokian Tyres announced it will build a \$360 million tire production plant in Dayton, Tenn.



STACK THE DECK!

*Eight years into this recovery,
the South is still dealing.*

By Michael Randle

What can we make of the South's economy in today's nutty nut political world? There are signs of weakness and a changing labor landscape, for sure. The South's gross product by state averaged out to 1.7 percent as a region in the fourth quarter of 2016, and it was predicted to perform a little better in the first quarter of this year. The region's GDP growth rate topped the nation's rate of 1.2 percent in the first quarter, yet both rates are nothing to swagger about.

Last year, the U.S. economy grew at 1.6 percent according to the Commerce Department. The South grew at 1.5 percent without Texas or Oklahoma contributing much at all due to the downturn in the oil and gas industry last year. Oil and gas has come back to a degree, so the South's share of GDP should surpass the U.S. this year. Growth in the 2 percent range has been the norm since the end of the recession, and that is not expected to change anytime soon. There are outliers, like Florida, Utah, Texas and Washington, where 3-plus percent growth is currently seen.

CONTINUED



SB&D 100

Another sign that indicates the economy may be waning a bit is that we are seeing new car and light truck sales slow, as well as layoffs in the South's largest industry sector — automotive. Additionally, worker productivity rates are flat. Of course, what worries us the most is what most folks don't talk about, and that is the fact that total world debt is three times the size of the entire global economy.

Perhaps the biggest threat to 3 or 4 percent growth, which this administration is shooting for, is the fact that we are running out of labor in the U.S. We are at full employment, meaning we will find out later this year and beyond whether or not the South and the nation are at full productive capacity. President Trump keeps talking about the 95 million people in the U.S. who are outside the labor force, meaning they are not

working and not looking for work. He infers there are 95 million people in this country who are available for work. The problem with that argument is that 93 million of those 95 million have a reason not to work. They are retirees, caretakers, and the incarcerated and disabled, the mentally ill, drug addicts, high school students age 16 and over and college students.

In April, Germany-based Commerzbank published an economic briefing that indicated the U.S. — at 4.5 percent unemployment — was at full employment. As of May, that rate dropped to 4.3 percent, the lowest in 16 years. But there's more. Over the last three years, the U.S. saw just 70,000 people on average per month enter the workforce, when for decades that figure was about 200,000 per month.

Therefore, the reserve of idle workers in

the U.S., according to the German bank, is shrinking by more than 100,000 people per month. Even by using the U6 unemployment rate of 8.4 percent (the underemployed), there are only about 1 million people available for full-time jobs in the U.S., according to Commerzbank. If the U.S. averages just 100,000 jobs created per month this year, the "labor reserve will be gone in less than a year, creating upside risks to wage and CPI inflation," according to Commerzbank's briefing.

Late last year, the San Francisco Federal Reserve said that the U.S. economy only needs to add about 75,000 jobs per month, and possibly as few as 50,000 going into next year, to keep the economy stabilized. That's not necessarily a bad thing. It just means strong economic growth will be checked simply because the people simply aren't there for large job generation. In short, we are

Located on US 220
South, at the VA/NC
state line

Shovel ready
June 2016

Cleared to Land.

Adjacent to the
Norfolk Southern
Railway Mainline

PERMITTING
IN PLACE



With a compelling opportunity for productivity, growth and long-term profitability, world-class aviation and aerospace suppliers Alcoa and Hardide Coatings make Martinsville-Henry County, Virginia their home. A strategic location, hard-working employees and low cost of doing business are key motivating factors for

aging and the fertility rate is the lowest it's been since the 1930s.

A depleted labor shed that we predicted would appear this year in this SB&D 100 story a year ago, is now showing up in monthly job numbers. In May, the Labor Department reported that non-farm payrolls increased by just 138,000. It's our opinion that total will be revised lower. It should be noted that in 2016, the U.S. averaged about 180,000 jobs per month. The Labor Department also revised job growth in March to 50,000, down from 79,000. It also revised April's job numbers down to 174,000 from 211,000, meaning the average job growth over the past three months is just 121,000. Look for that to continue to drop, not because of politics or any factor other than a lack of available labor. You can't create gobs of jobs when the labor shed is made up of slim pickings.

Again, maintaining an economy like that seen in Japan and other countries that are aging and void of large labor sheds is not such a bad thing. But to get to 3 or 4 percent growth, we would have to do one or two of three things according to Minneapolis Federal Reserve Bank President Neel Kashkari: "We can either accept slower growth, we can subsidize fertility, which is pretty

Continental Tire's 2,500-employee, \$1.45 billion plant in Clinton, Miss., was one of this year's largest projects and was the largest automotive project in the 2017 SB&D 100.



726
ACRES

Publicly owned by
Henry County

Only 33 miles to
Piedmont Triad
International Airport,
Greensboro, NC

Visit us at
YesMartinsville.com

COMMONWEALTH CROSSING



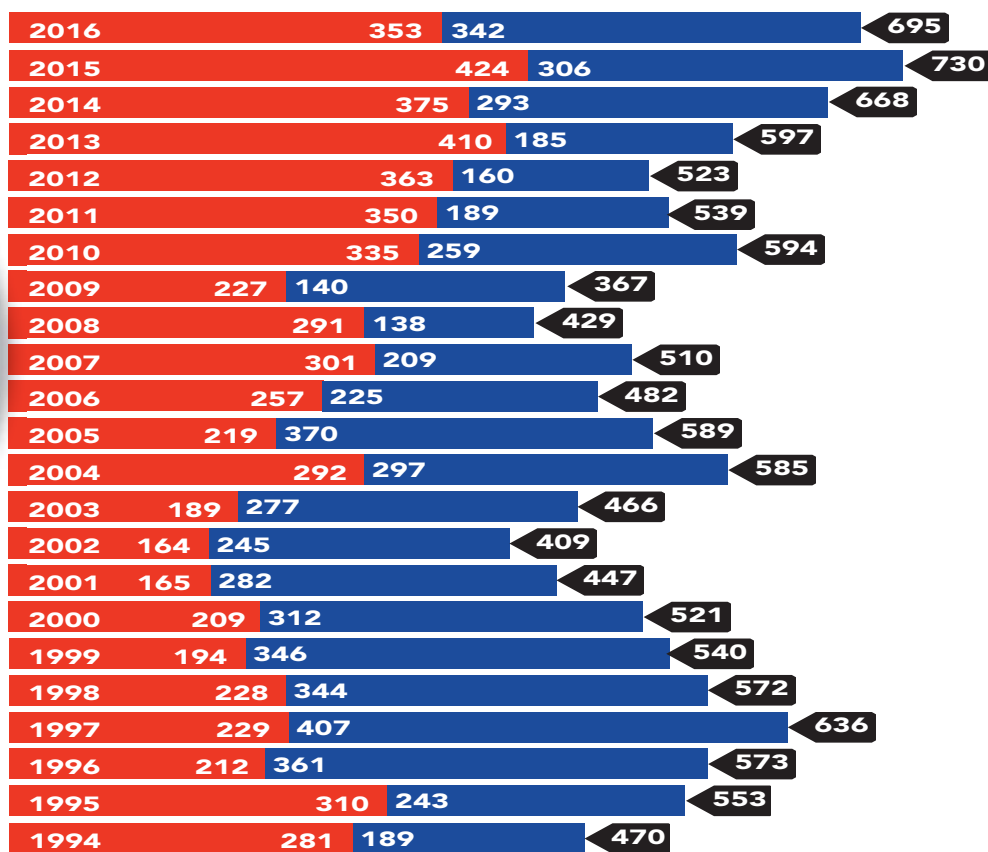
companies locating their businesses here. To learn more about our newest site available, Commonwealth Crossing, contact Lisa Lyle, Director of Recruiting & Marketing, at (276) 403-5942 or LLyle@YesMartinsville.com.

Martinsville
HENRY COUNTY VIRGINIA
Growing Your Business is Our Business.™

SB&D 100



Totals are derived from all projects announced in the American South 1994-2016 meeting or exceeding 200 jobs and/or \$30 million in investment. Source: SB&D



expensive, right, or you can embrace immigration,” Kashkari said at Hamline University in St. Paul, Minn., in April. He followed up by saying, “And those are the three choices, and that’s literally math, and you can pick which one you like.”

What? The government offering additional tax credits to people to have babies? Yes, we are at the point where the slack in the labor market has simply vanished. There could be another month this year when we see 200,000 jobs or more created, but those months will become increasingly rare unless immigration is doubled from what is now 1 million persons per year or less.

IT'S BEEN A NICE, LONG RUN

At 95 months, the U.S. economic expansion that began in the summer of 2009 is currently the third longest in history. Only 1961 to 1969 (106 months) and 1991 to 2001 (120 months) were longer. And at 79 consecutive months, this is by far the longest sustained period of job growth in U.S. history, or since the gov-

ernment started keeping track in 1939.

While slower growth may be on the horizon, the economic development data the last three years screams that the South’s economy is about as good as it gets. In fact, the economic data we have observed over the last three years is the best we have seen in almost 25 years based on project activity.

I am certainly not an economist, but rather an economic development journalist. An economic development journalist determines how strong or weak the economy is based on project activity and the quality of those projects. Our data shows that since 2014, the South’s economy is not only comparable to the mid-to-late 1990s — the nation’s last lengthy economic expansion — it has exceeded the 1990s by a wide margin in project numbers.

THE 2017 SB&D 100: ANOTHER REMARKABLE YEAR FOR ECONOMIC DEVELOPMENT IN THE AMERICAN SOUTH

The methodology of the Southern Busi-

ness & Development 100 can be found on page 63 in the 2017 Top Deals and Hot Markets report. The short version of the methodology of this ranking is this: we document every publicly announced project in the South made in the previous calendar year that meets or exceeds \$30 million in investment and/or 200 jobs. Why \$30 million and/or 200 jobs? Well, back in the day, if the project didn’t meet one or both of those thresholds, many states wouldn’t let the local economic developer use the state plane for site visits.

We rank and publish on page 58 the top 100 job announcements from calendar year 2016 and on page 60 are the top 100 investment announcements from last year. But those are simply the top 100 projects for each sector. This, the 23rd annual SB&D 100, saw 695 projects meet or exceed 200 jobs and/or \$30 million in investment, the second best total in the ranking’s history. Only last year’s SB&D 100, with a record 730 projects meeting or exceeding our thresholds, topped this year’s total.

As to the point that the last three years have been the most successful in SB&D 100 history, consider these facts (see chart on page 40). In the first 20 years of this ranking, the yearly average of big deals announced in the 15-state American South was 520 projects. That figure of 500 represented the benchmark for an outstanding year for the first 20 years of the SB&D 100. Not anymore. In the last three years, we've seen 668 projects (2014), 730 projects (2015) and 695 projects in calendar year 2016. That's a three-year average of 697 projects, obliterating the annual average of the first 20 years of the "100."

So, yes, if you base the health of an economy on corporate and industrial project activity, this three-year period in the South is indeed as good as it gets. We have been in rare air and the last three years may represent the best we've got for years to come if the labor shed is indeed exhausted.

The only year that can even remotely compare to the last three years is 1997 when 636 big deals made the big board. But even the go-go 1990s can't compare with the average of 697 big deals the

last three years. From 1995 to 2000 — formerly the best stretch in total projects until this three-year string — the yearly average of SB&D 100 projects was 566. Of course, the low point in the last 23 years was the recession year of 2009 when only 367 deals met or exceeded our thresholds, meaning project activity found in each year's SB&D 100 directly correlates with a superior or inferior economy.

BREAKING DOWN THIS YEAR'S SB&D 100

For the third consecutive year, something extraordinary materialized with the 2017 SB&D 100. Again this year, both the manufacturing (353 projects) and service sectors (342 projects) had outstanding years. That rarely occurs.

The reasons why manufacturing and services rarely have great years in the same year are historical in nature. Back in 1994 and 1995 — the first two years of the SB&D 100 ranking — the South's economy was essentially the same as it was from the '60s, '70s and through the '80s. During those decades, manufacturing ruled the region. But something

Over the last several years, the SB&D 100 has been populated by numerous Amazon fulfillment centers. No company in the South has announced more projects in the last five years than Amazon.



ROCKET SCIENCE

Whether it's as big as a battleship or visible only with a microscope, Mississippi manufactures it. If it's going into outer space or coming in from overseas, Mississippians make it move. Companies collaborate with our #1 nationally ranked community college system for workforce training and utilize the nationally recognized centers of excellence at our universities for R&D. Mississippi is building one success story after another. That's why companies like Rolls Royce, SpaceX, Northrop Grumman, NASA, Huntington Ingalls, GE Aviation, Airbus Helicopters, Aurora Flight Sciences and Raytheon have operations in Mississippi.

Write your success story in Mississippi.

MISSISSIPPI LEADING

mississippi.org

mississippi development authority
MISSISSIPPI

LIVE WORK PLAY EXPLORE

LOCATE HERE.

KNOXVILLE
OAK RIDGE
INNOVATION VALLEY.

KNOXVILLEOAKRIDGE.COM  



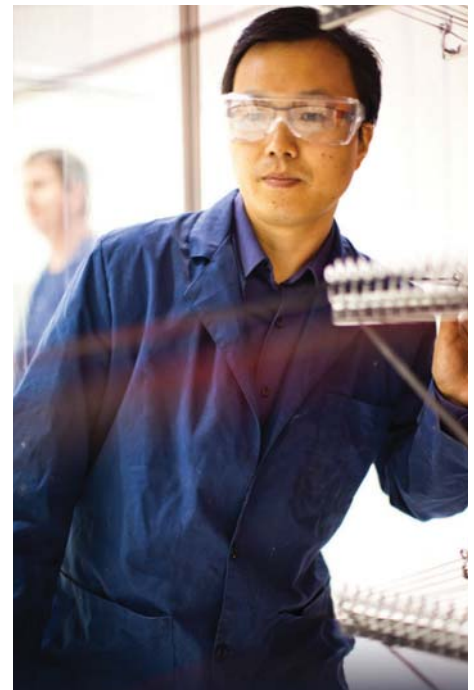
TOP INDUSTRIES	NUMBER OF PROJECTS					
	2016	2015	2014	2013	2012	2011
1. Automotive	85	111	81	83	81	82
2. Distribution	66	54	51	26	39	30
3. Aviation/Aerospace	55	26	28	30	18	23
4. Food & Beverage	51	63	45	50	36	33
5. Financial Services	47	69	42	31	19	9
6. Petrochemicals	41	70	47	37	51	46
7. Headquarters	32	36	42	14	15	10
8. Healthcare	27	19	43	37	23	39
9. Building Materials	26	21	35	29	15	15
10. Call Centers	26	26	33	26	15	25
11. Oil & Gas	25	37	51	53	73	57
12. IT	24	20	25	16	7	9
13. Pharmaceuticals	22	7	6	6	2	3
14. Renewable Energy	19	19	12	15	8	24
15. Metals	18	14	15	22	12	5
16. Misc. Services	18	19	3	9	10	5
17. Misc. Mfg.	16	24	36	18	40	35
18. Electronics	13	6	6	18	15	12
19. Data Centers	12	14	16	15	7	6
20. Life Sciences	11	5	2	4	8	1
21. Paper	10	12	5	4	6	7
22. Apparel	8	5	8	6	9	0
23. Textiles	8	11	7	13	4	0
24. Cybersecurity	8	n/a	n/a	n/a	n/a	n/a
25. Fossil Energy	7	7	19	8	5	14
26. Furnishings	7	5	3	7	6	1
27. Software	6	11	8	4	3	2

Totals are derived from all projects announced in the American South 2011-2016 meeting or exceeding 200 jobs and/or \$30 million in investment. Source: SB&D

happened in 1996. For the first time ever, services outperformed manufacturing in total projects meeting or exceeding our thresholds. With only 212 manufacturing projects and 361 services deals, it's apparent now that 1996 was the year when offshoring manufacturing plants out of the South began in earnest.

Because the manufacturing sector was cratering in the mid-1990s, and with

President Clinton's blessing, lawmakers in Washington passed all kinds of legislation that drove job growth in the services sector to offset job losses in manufacturing. By 1997, when services posted 407 big deals and manufacturing could muster only 229 deals, we had morphed into a service-based, consumer-run economy almost overnight. By the time the next decade began, manufacturing projects had dropped to all-time



EXCELLENCE BY DESIGN

Mississippi's world-class research universities drive innovation across a broad spectrum of industries. The University of Mississippi's Center for Manufacturing Excellence works directly with the state's manufacturers to develop the next generation of leaders. At Mississippi State University, the Federal Aviation Administration's Center for Excellence for Unmanned Aircraft Systems pioneers the next generation of UAV technologies and policies. The University of Southern Mississippi's Polymer Institute provides development, prototyping and testing services to Mississippi companies.

Research Mississippi's partnership advantages.

MISSISSIPPI RESEARCH

mississippi.org/research

mississippi development authority
MISSISSIPPI

MADE IN KENTUCKY WITH CARE

At the end of the assembly line in Louisville, Ford F-series trucks must withstand the glare of bright lights while inspectors go over every inch of the vehicle, working to ensure perfection. It's a great example of the precision and pride Kentuckians take in their work, and one reason Ford just announced another \$900 million investment in Kentucky.

Kentucky also takes pride in the fact that we have been producing Ford vehicles for more than a century. Ford, plus our two other OEMs and nearly 500 related facilities, are responsible for Kentucky's ranking as the #1 vehicle-producing state per capita in the U.S.

Our committed and passionate workforce and our unsurpassed quality of life are just a few of the reasons companies choose to locate or expand in Kentucky. Find out more at ThinkKentucky.com.

Making Business Strong.
Making Life Exceptional.



THINK KENTUCKY
Cabinet for Economic Development

(800) 626-2930 • ThinkKentucky.com

China-based Sun Paper announced a \$1 billion project in Arkansas in 2016. Pictured are Sun Paper and Arkansas officials.



lows. In 2002, only 164 projects meeting our thresholds came from manufacturing. Experts at that time had essentially kissed manufacturing in America good-bye. It was truly a sad time. Simply put, the U.S. was not competitive with its Asian rivals in the 1990s.

So, from the mid-1990s until 2006, the South's economy was steered by the services sector because manufacturers had simply beelined to China, Mexico and other low-cost countries. In some years in that decade, the service sector doubled up manufacturing in total announced projects.

Moving on to 2006, something cropped up in the South's economy that no one could have predicted. For the first time in 11 years, manufacturing project totals beat service's totals. Then, in 2007, manufacturing posted 301 deals (the best year since 1995), and services posted a mere 209 deals. Something was up, yet, we had no clue what was happening at the time.

Then, in August 2011, the Boston Con-

sulting Group (BCG) published the piece, "Made in America, Again." The report showed how competitive the U.S. had become compared to China. As a result of the fracking frenzy, the U.S. had become the world's least expensive energy nation. The BCG report also outlined how labor costs in China had risen dramatically and the authors concluded that reshoring was occurring in the form of companies bringing back plants from abroad. Eureka! Our changing data in the SB&D 100s from 2006 to today had finally found a logical meaning.

Since 2006, manufacturing has beaten services in the "100" every year. In fact, the exact opposite of what materialized the previous decade was occurring with manufacturing topping service deals some years from 2008 to 2013 by a two-to-one margin. For example, in the 2014 SB&D 100, manufacturing posted 410 big deals to services' 185.

It was as if the South's economy had done a total reversal from the decade of 1996

CONTINUED ON PAGE 48



ENERGIZING BUSINESS

Ranked fifth in the world for future oil and gas investment potential, Mississippi has diverse energy resources, including oil, natural gas, coal and biomass. A solid business climate combined with abundant resources and a skilled workforce makes Mississippi the prime location for energy innovation. With the nation's largest single-unit nuclear reactor and more than 13,000 miles of interstate pipeline for crude oil, natural gas and refined petroleum products, Mississippi is a powerhouse with a "can-do" attitude.

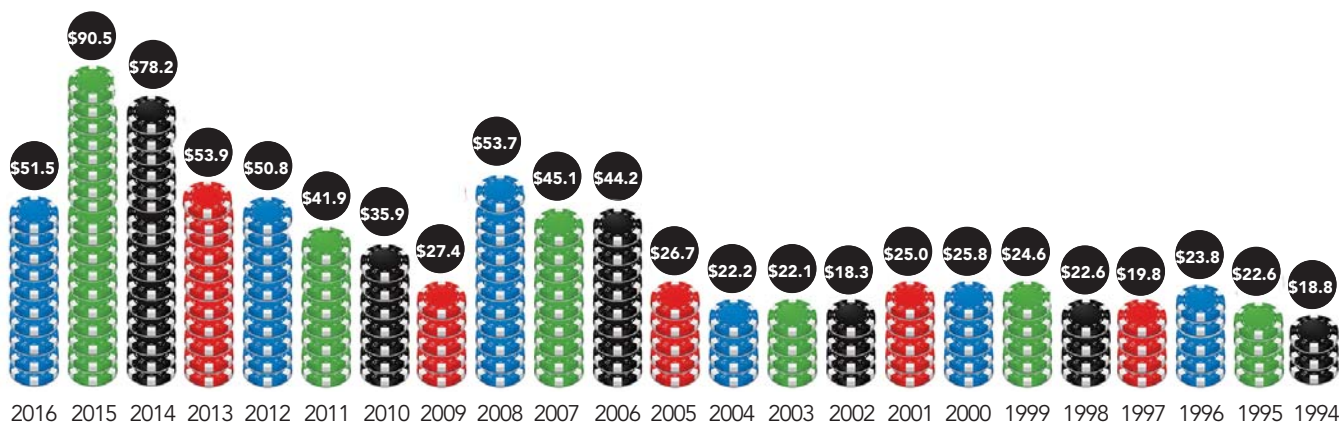
See how Mississippi can energize your enterprise.

MISSISSIPPI ENERGY

mississippi.org/energy



How did total investment perform in the 2017 SB&D 100?



TOTAL INVESTMENT BY THE SB&D 100 (IN BILLIONS)

Totals are derived from the 100 largest investment announcements made in the American South from 1994-2016. Source: SB&D

WHEN IT COMES TO WORKFORCE, COMPANIES COME TO AUGUSTA.

*Cultural Arts, Mild Climate, Great
Quality of Life and World-Class Golf.*


OUR WORKFORCE MAKES AUGUSTA THE TOP CHOICE FOR NEW
INFORMATION TECHNOLOGY COMPANIES LOCATING IN THE SOUTH.



AUGUSTA ECONOMIC DEVELOPMENT AUTHORITY

SUITE 560 • HISTORIC ENTERPRISE MILL • 1450 GREENE STREET • AUGUSTA, GA 30901
706-821-1321

Check out our economic development website at www.AugustaEDA.org



WE'LL DELIVER A GROUNDBREAKING TEAM BEFORE YOU EVEN BREAK GROUND.

INDUSTRY // WORKFORCE // CULTURE

A team so well-trained that they'll hit the ground running. Grads of curriculums so customized, businesses helped build them. Part of a workforce so devoted, it's nationally recognized.

When you bring your client's business to Louisiana, you're putting LED FastStart®, the nation's top state workforce development program, to work for them.

Get started at LouisianaWorksWithYou.com

#1 STATE WORKFORCE
TRAINING PROGRAM
Business Facilities, seven years and counting

#1 IN THE UNITED STATES FOR
WORKFORCE ENGAGEMENT
Gallup poll comparing enthusiasm of the nation's workers

#5 IN THE NATION
FOR DOING BUSINESS
Area Development's annual Top States for Doing Business report

Intersection of Innovation and Education

Land at
Midlands Technical College
Enterprise Industrial Campus
and receive intimate access
to resources designed to
provide a valuable exchange of
information, innovation, and
workforce education.



Convenient access to interstates and airports

- > Convenient access to I-20
and I-77
- > Excellent proximity to CAE,
CLT, ATL and Charleston Port

Flexible site availability

- > Sites from 5 to 40 acres
- > Buildings up to 400,000
square feet

Established utilities

- > Water | 12" main
- > Sewer | 12" main
- > Natural Gas | 6" main
- > Electricity
- > Telecommunications

CONTACT

Charlton L. "Chuck" Whipple, SCCED
803.691.3954
whipplec@midlandstech.edu



SB&D 100

\$1 Billion Projects

Announced in the South

Year Projects



Source: SB&D

to 2005, when services dominated the big deal scene. Today and since 2006, manufacturing has ruled project activity in the South. The age of reshoring, onshoring, nearshoring, make it where you sell it (whatever you want to call it) has been shaping and driving the South's economy for more than 10 years now.

With 353 manufacturing projects and 342 service deals (see chart on page 40), this year's SB&D 100 is the most balanced between the two sectors of any in the 23-year history of the ranking. Manufacturing set a record with 424 big deals last year, and the drop to 353 this year is a little concerning. Yet, manufacturing has averaged 343 projects meeting or exceeding 200 jobs and/or \$30 million in investment over the last 10 years. In comparison, the previous 10 years (1997-2006) saw an average of 214 large manufacturing announcements in the South. That validates current claims from many economists that we are in the midst of a manufacturing renaissance, at least in the American South.

On the services side, with 342 projects of 200 jobs or more, a wave of consumerism has washed up in the South very similar to the late 1990s when the average year (1996-2000) saw 364 large service projects averaging about 660 jobs each. Sectors such as automotive, distribution, food and beverage, headquarters and financial services, always do well when there is more disposable income out on the street. Last year was such a year, as was the year before it.

The services sector in the 2017 SB&D 100 performed better than it has since 2005. Every time the services sector expands with deals in the South, it seems like the economy reaches full employment. If 4.3 percent unemployment is full employment, like plenty of economists claim it is, then it is not a coincidence that big service sector years like 2016, 2005, 1999, 1998 and 1997 have all come during full employment years. In other words, manufacturing cannot bring a region to full employment like it could 50 years ago. Yet, a thriving service sector, as seen in the late 1990s,



Frustrated by not having the time to get started on your marketing website?

What's stopping you from starting that much needed website redesign? You're probably concerned that it will take too much time, be too expensive and frankly be a huge pain. And for many it's just not that big a priority because you don't expect much from your website. Marketing Alliance can help. We build result-

driven websites that lead to conversions, including custom interactive maps that illustrate your location and assets. Our economic development marketing experts only focus on one thing: successfully marketing your region to targeted prospects and leading them to take action. Let us help you succeed.



MARKETING ALLIANCE

A MARKETING RESOURCE COMPANY

www.marketingallianceinc.com

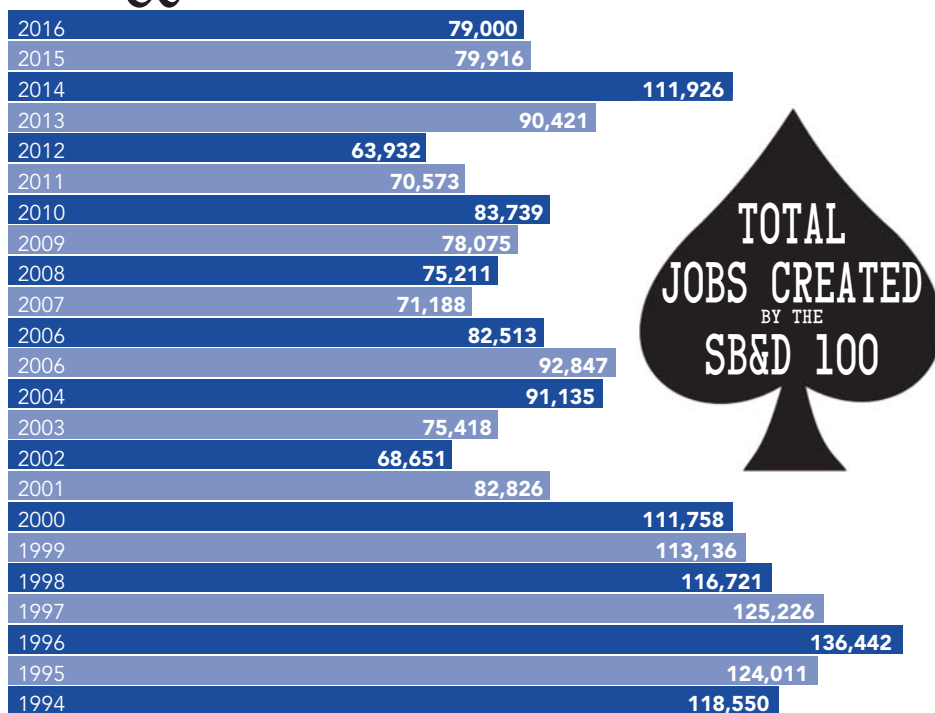
Charlotte, North Carolina
704.375.0709

Jackson, Mississippi
601.713.0045

Punta Gorda, Florida
941.347.7412

Tulsa, Oklahoma
918.574.8514

SB&D 100



Totals are derived from the 100-largest job announcements made in the American South from 1994-2016. Source: SB&D

can achieve full employment even when manufacturing is suffering.

THE SECTORS THAT LED THE 2017 SB&D 100

◆ MANUFACTURING

To give you an idea of how strong the automotive industry is in the South, check this out: even in a year when we saw the first layoffs in automotive in years, the sector still outperformed every other business and industrial division in the region (see chart on page 40). Automotive has led all sectors in the number of large projects in the South 22 out of the last 23 years. The only sector to total more projects was call centers in 1998.

Last year, automotive led all

THE VALLEY WORKS



People, partnerships, power – the Valley region offers you every competitive advantage:

- Plentiful, highly skilled labor
- Enthusiastic regional, state and community partners
- Affordable TVA power with exceptional reliability and diverse generation portfolio

THE VALLEY
WORKS



TVASITES.COM

PUT THE VALLEY TO WORK FOR YOU – CONTACT TVA ECONOMIC DEVELOPMENT TODAY.



union county

Located adjacent to Charlotte and I-485, Union County is home to a strong base in precision-focused manufacturing, most notably in aerospace. Monroe has the Carolina's highest geographic concentration of aerospace companies - 18 companies in a seven mile radius. Strategically located within easy access to the Southeast and Global markets, our companies supply virtually every aerospace company in the world.

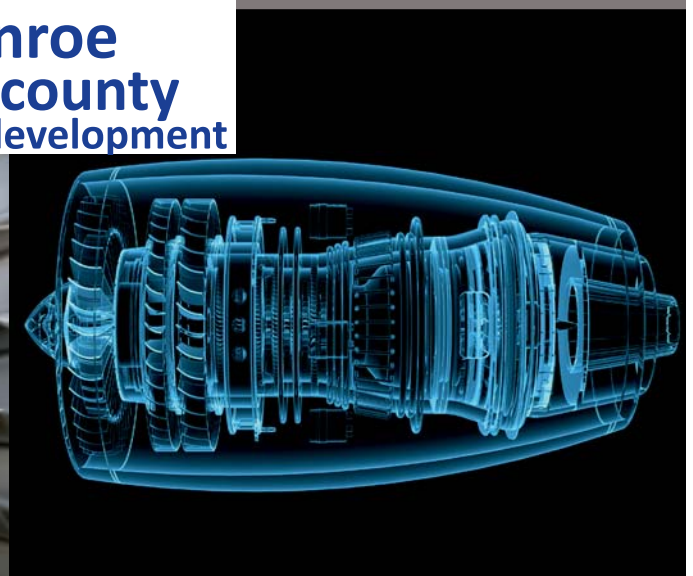
A strong, continuous workforce pipeline with unsurpassed quality of place, Union County is the smart choice for manufacturers.



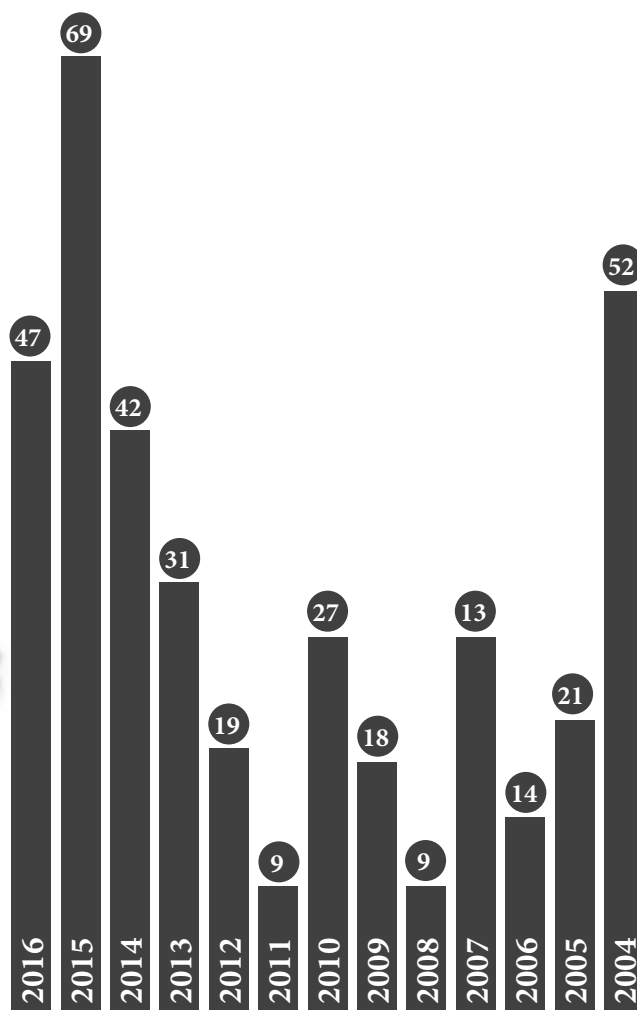
come put yourself in our place

Tel: (704) 282-5780

developunion.com



How did Financial Services projects stack up?



Total number of financial services projects announced from 2004 to 2016 of 200 jobs or more in the American South.
Source: SB&D

categories by a wide margin with 111 big deals. That total fell to 85 this year, but it still accounted for almost one-quarter of the 353 manufacturing projects posted on this year's "100." The largest automotive project was Continental Tire's 2,500-employee, \$1.4 billion plant in Clinton, Miss. Other large projects announced last year were GM expanding its plant in Spring Hill, Tenn., Sentury Tire's greenfield facility in Troup County, Ga., and GM's expansion in Bowling Green, Ky.

Automakers sold a record 17.55 million vehicles in calendar year 2016, beating 2015's 17.47 million, according to industry tracking firm Autodata. Yet, this year sales have been choppy. There were only three assembly plant expansions in 2016, when there were 11 in 2015. The South is home to 18 major assembly plants count-

ing Volvo's facility, which is under construction in Berkeley County, S.C. Only three expansions of assembly plants in the Southern Automotive Corridor (see SouthernAutoCorridor.com) last year is a sure sign that sales are expected to slow down this year and next.

The big gainer this year on the manufacturing side was aviation and aerospace with an amazing total of 55 projects meeting or exceeding our thresholds. The previous record for the aerospace industry was 30 deals in 2013. The South is home to more aviation and aerospace companies than any other region. The vast majority of space launches are conducted in Florida, and Brevard County, Fla., continues to kill it in the aerospace sector in manufacturing to complement its launch business. Other markets in the South contributing to the best-ev-

er aviation and aerospace year include Huntsville; Mobile, Ala.; North Charleston, S.C.; Dallas-Fort Worth; South Florida; Oklahoma City and St. Louis, among others. In the last three years, GE Aviation has been a particularly aggressive aerospace company with plants operating all over the region.

The South is also home to two of the three full assembly jetliner complexes in the U.S. Those two facilities — Airbus in Mobile, Ala., and Boeing in North Charleston, S.C. — are maturing and assembling more A320s and Dreamliners than ever before. Other growth states in aviation in the South include Arkansas, Georgia, Kentucky, Louisiana, Mississippi, North Carolina and Virginia. It took 23 years for it to happen, but this year was the first year ever that automotive and aerospace came in No. 1 and



NETVRIDA
NORTHEAST TENNESSEE VALLEY
REGIONAL INDUSTRIAL DEVELOPMENT ASSOCIATION

The Northeast Tennessee Valley region is the ideal location for both automotive manufacturers and vendors in the Southeast U.S.

Phone: 423-928-1203
Web: www.netvaly.org

*If you are in automotive-
you need to be here!*



The Northeast Tennessee Valley region is the ideal location for both automotive manufacturers and vendors in the Southeast U.S. Automotive-related companies already located in the region and making healthy profits include: HUF Automotive, Mahle, Borla Performance, Universal America Inc., JTEKT, Koyo Corporation, AFC Glass, Cooper Standard, DTR, Exide Corporation, Kawasaki, Jost International, and many more.



Northeast Tennessee Valley Regional
Industrial Development Association
423-928-1203
www.netvaly.org
3211 North Roan Street
Johnson City, Tennessee

Recently, European auto parts manufacturer **C&F Group** and Ohio-based plastics auto parts supplier **DLH Industries** announced plans to locate facilities in the region for the following reasons:

- **Workforce -**
375,000+ available employees with manufacturing experience
- **Training -**
Top 10 in the nation by site selection consultants
- **Developed Sites, Buildings and Infrastructure -**
Available low-cost utilities, natural gas, advanced digital / fiber-optic networks
- **Transportation -**
Easy access to 5 major Interstates, rail service, 55 interstate trucking companies, commercial/freight air service and a Foreign Trade Zone
- **16th Lowest Cost of Doing Business, Forbes -**
Tax credits, no sales tax on equipment and a right-to-work state
- **Technology Resources -**
Universities and outstanding technology colleges

“The petrochemical boom on the Gulf Coast is moderating a bit, most likely because of labor constraints.”

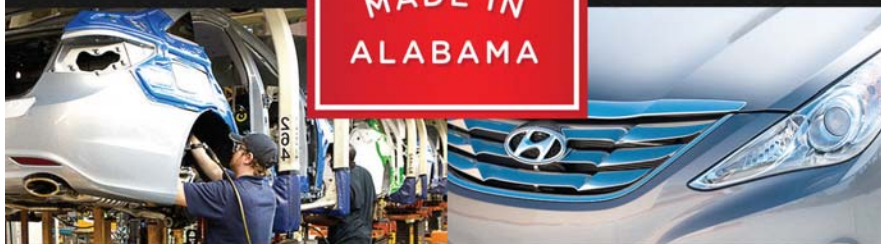


THE PERFECT ECONOMIC ENGINE

WAS ASSEMBLED HERE.

For automotive manufacturers, Montgomery is more than just the capital of Alabama—it's the productivity capital of America. Home to 2012's most productive OEM in North America, Montgomery was responsible for producing two of the top 10 retail-selling cars of 2012. Thanks to a friendly business climate, shovel-ready real estate, and a skilled workforce with talent to spare, the manufacturing industry in Montgomery is a whole lot more than the sum of its parts.

MADE IN ALABAMA



MONTGOMERY
AREA CHAMBER OF COMMERCE

FOR OPPORTUNITIES IN MONTGOMERY VISIT CHOOSEMONTGOMERY.COM

No. 2 in projects in the manufacturing category of the SB&D 100.

Other sectors that ranked fairly high in the manufacturing division this year include food and beverage, petrochemicals, building materials, pharmaceuticals (which had a banner year), metals and electronics. It should be noted that the petrochemical boom on the Gulf Coast is moderating a bit, most likely because of labor constraints. The fact that petrochemicals dropped from 70 big projects in 2015 to 41 in 2016 was definitely reflected in the investment total of the SB&D 100. This year's total of \$51.5 billion for the top 100 investment projects in the South in 2016 pales in comparison to the big investments seen in last year's SB&D 100, which set a record of \$90.5 billion. Also, there were only 10 projects in this year's "100" that topped the \$1 billion mark. . .the lowest number of billion-dollar projects since 2011.

Furthermore, oil and gas projects fell from a high of 73 in 2012 to 25 in this year's SB&D 100, which also would reflect in the investment total. The 25 oil and gas projects announced in calendar year 2016 was the lowest total in the history of the SB&D 100. And for the fifth year out of six, renewable energy beat fossil fuel energy in large projects — 19 deals to seven (see chart on page 43).

◆ SERVICES

As mentioned, this year is the best show from services in total projects since 2005. Leading the service sector parade is distribution with a record 66 hefty projects. The previous record for distribution was 58 in 1999, another year when consumerism was at its height in the South.

Financial services, which we believe is one of the leading indicators for an economy's performance, had another great year, even though total projects fell from 69 in last year's SB&D 100 to 47 this year. Still, 47 total projects is a little higher total than financials' record run in the late 1990s when the average was 43 big deals. What we didn't see this year in financials was the sheer number of deals coming out of the fintech sector.

Some of the larger FIRE (finance-insurance-real estate) sector deals include State Farm (1,500 jobs, Atlanta), NCR (1,800 jobs, Atlanta), Paycom (1,000 jobs, Oklahoma City) and Citigroup (1,000 jobs, Tampa).

It was the financial services industry that totally collapsed during the recession, dropping the service sector to record lows for several years. As late as 2011, when financials only put up nine big deals, the sector was still reeling. It really didn't gain traction until 2013 when it posted 31 projects.

Headquarter projects dropped from 36 deals last year to 32 this year, and that's down from 42 in the 2015 SB&D 100. Still, 32 projects is double the 23-year headquarter projects average of 16. Some of the largest headquarter projects this year include NCR (1,800 jobs, Atlanta), Telemundo (1,300 jobs, Miami) and CompuCom (1,500 jobs, Lancaster, S.C.).

Health care saw a nice increase in deals from last year, but it is still off its high of 43 projects in 2014. Two of the three largest job projects announced in the South last year were healthcare deals in Ochsner Clinic's big 3,227-job expansion in the New Orleans metro and St. Jude Children's 1,800-job expansion in Memphis. Other service sectors that did well this year include call centers and IT.

CONCLUSION

Last year's SB&D 100 was all about the automotive and petrochemical industries. Not so much this year, even though automotive topped all other industry sectors for the 22nd time in 23 years (see chart on page 40). The four most improved industries this year are aviation and aerospace, distribution, pharmaceuticals and life sciences. The industries that saw their project totals fall the most from last year are automotive, financial services, petrochemicals and oil and gas.

Of course, automotive, petrochemicals and oil and gas are the three most capital intensive projects, and a loss of 67 huge projects from last year's totals in those sectors was evident in the invest-

“The four most improved industries this year are aviation and aerospace, distribution, pharmaceuticals and life sciences.”

What are Smart Sites?

- Shovel-ready for development
- On-site municipal electric service
- Water & sewer within 500 feet
- Within 5 miles of Interstate or Interstate-quality highway
- Reviewed and qualified by consultants and engineers



Wilson Corporate Park:

- 350 acres, Smart Sites qualified
- I-95 (0.34 mi); Interstate quality US 264 (0.01 mi)
- Potential for on-site rail
- Sale price: \$28,000 per acre

Copyright © 2017 ElectriCities of North Carolina, Inc.



We call them Smart Sites. You'll call them a no-brainer.

Smart Sites are a slam-dunk choice for companies that are ready to grow now.

Faster construction, fewer uncertainties and less risk for companies and site selectors alike — that's the genius of the Smart Sites qualification program. But that's not all. Our many Smart Sites are located in some of the best places in America to live and do business.

To learn more about these properties and our growing list of other Smart Sites, contact Brenda Daniels at 800.768.7697 ext. 6363 or bdaniels@electricities.org. It's a no-brainer.



The energy behind public power

SB&D 100



(LEFT) Last year, Boeing invested \$78 million and added almost 500 jobs to its guided missile and space vehicle unit in Huntsville, Ala.

(RIGHT) NCR is spending \$145 million on its new headquarters in Midtown Atlanta. The project will create 1,800 jobs.

INTERNATIONAL TRANSPORTATION
INNOVATION CENTER

MOBILITY INNOVATIONS ARE BORN HERE


The International Transportation Innovation Center (ITIC) is building a global network of open and closed automotive testbeds for the most advanced innovations in connected, automated and sustainable mobility.

ACCELERATING THE FUTURE OF TRANSPORTATION INNOVATION
TESTING | INCUBATION | CONSULTING | EVENTS




5 Hercules Way, Greenville, SC 29605
(864) 451-5761 | [itic-sc.com](https://www.itic-sc.com)

MISSISSIPPI COUNTY



ARKANSAS

*If you want to be a success in the steel business,
we'll get you there.*



Mississippi County
ARKANSAS
Our Greatest Industry Is Hard Work

**Mississippi County
Economic Development**
870-532-6084
Clif Chitwood
ClifChitwood@yahoo.com
www.misscoeda.com

ment total of the top 100 deals, which dropped from \$90.5 billion last year to \$51.5 billion this year.

It should be noted that there is a new industry sector listed on page 43's chart that shows the performance of each sector over the last six years. Cybersecurity has never been listed as a sector in any SB&D 100, simply because there weren't enough cyber deals to post. Yet, with eight big deals, cybersecurity made it onto the list for the first time. As that industry matures, look for plenty of projects coming out of Northern Virginia and Augusta, Ga., where the new Army Cyber Command is being built at Fort Gordon.

Of the 695 projects announced in the South in calendar year 2016 meeting or exceeding 200 jobs and/or \$30 million in investment, 392 were expansions, 275 were new projects and 28 were relocations. That works out to about 56 percent expansions, 40 percent new projects and four percent relocations.

So, the 23rd SB&D 100 is in the books. With 695 projects, this year's "100" is the second best ever, second only to last year's 730 project total. These last four years have seen project totals not seen in the history of the SB&D 100. The South has posted totals since 2013 of 597, 668, 730 and 695 projects meeting or exceeding our thresholds.

As a result of achieving full employment for the first time in 17 years, is this the last year of the strongest four years in SB&D 100 history? If the labor force is not somehow repopulated, through immigration or some other source that we don't know about, then we certainly will see the effects of a tight labor market in next year's SB&D 100. Then again, automation in the office and on the factory floor could replace millions of workers in the next decade, which would solve our labor issues. Regardless, economic development in the South is at its optimum level today and we have reached an unequalled period of project activity the past three years. 🌟

Puzzled over your
next move in the Carolinas?
**Our economic
development lawyers**
can help you piece
everything together.



Companies large and small meet
their challenges at the job site,
at the deal table, in court and in
the halls of government with
Nexsen Pruet.

NEXT CHALLENGE. NEXT LEVEL.

NEXSEN | PRUET

1230 Main Street | Suite 700 | Columbia, SC 29201
4141 Parklake Avenue | Suite 200 | Raleigh, NC 27612

Tushar Chikhlikar | SC Economic Development Team Leader
Ernie Pearson | NC Economic Development Team Leader
1.800.825.6757

More than 190 lawyers in Charleston, Charlotte, Columbia, Greensboro,
Greenville, Hilton Head, Myrtle Beach and Raleigh.
nexsenpruet.com

RANK	COMPANY	JOBS	\$INV*	LOCATION	N/E/R	PRODUCT/ SERVICE
1	Ochshner Clinic Foundation	3,227	\$0	Jefferson Parish, La.	E	Health Care
2	Continental Tire	2,500	\$1,450	Clinton, Miss.	N	Tires
3	ALSAC St Jude Children's	1,800	\$1,000	Memphis, Tenn.	E	Health Care
4	NCR	1,800	\$145	Atlanta, Ga.	E	Financial Services
5	ADP	1,800	\$32	Norfolk, Va.	N	Business Outsourcing
6	Anthem	1,800	\$20	Atlanta, Ga.	E	Information Technology
7	ADP	1,600	\$28	Orange County, Fla.	N	Business Outsourcing
8	Amazon	1,500	\$198	Duval County, Fla.	N	Distribution
9	CompuCom Systems	1,500	\$41	Lancaster, S.C.	N	Information Technology
10	State Farm	1,500	\$0	Atlanta, Ga.	E	Insurance
11	GM Spring Hill Manufacturing	1,431	\$1,020	Spring Hill, Tenn.	E	Auto Assembly
12	Telemundo	1,300	\$250	Miami-Dade, Fla.	N	Headquarters
13	GM Financial	1,300	\$35	Arlington, Texas	E	Financial Services
14	Charter Communications	1,297	\$5	Louisville, Ky.	E	Call Center
15	UPS	1,250	\$400	Atlanta, Ga.	E	Distribution
16	Radial	1,250	\$0	Brunswick, Ga.	E	Fulfillment Center
17	U.S. Army	1,200	\$85	Augusta, Ga.	N	Cyber Security
18	Home Chef	1,200	\$3	DeKalb County, Ga.	N	Delivery Services
19	Lockheed Martin	1,000	\$1,200	Fort Worth, Texas	R	Aerospace
20	Sentury Tire	1,000	\$530	Troup County, Ga.	N	Tires
21	TopShip	1,000	\$68	Gulfport, Miss.	N	Shipbuilding
22	Sparta Industries	1,000	\$0	Milledgeville, Ga.	N	Insulation
23	Paycom	1,000	\$0	Oklahoma City, Okla.	E	Financial Services
24	Amazon	1,000	\$0	Houston, Texas	N	Fulfillment Center
25	Citigroup	1,000	\$0	Tampa, Fla.	E	Financial Services
26	McKesson	975	\$157	Irving, Texas	N	Pharmaceuticals
27	Deloitte Consulting	850	\$24	Lake Mary, Fla.	E	Professional Services
28	Computershare	850	\$20	Louisville, Ky.	E	Information Technology
29	Alorica	830	\$6	Owensboro, Ky.	N	Call Center
30	AmerisourceBergen	800	\$113	Carrollton, Texas	E	Pharmaceuticals
31	Kaiser Permanente	800	\$51	Gwinnett County, Ga.	E	Customer Service Center
32	Honeywell	800	\$19	Atlanta, Ga.	E	Information Technology
33	Alorica	800	\$1	High Point, N.C.	E	Call Center
34	Bed Bath & Beyond	800	\$0	Lewisville, Texas	E	Distribution
35	Citibank	800	\$0	Jacksonville, Fla.	E	Financial Services
36	GEICO Corporation	798	\$1	Stafford County, Va.	E	Call Center
37	JK Moving & Storage	751	\$19	Loudoun County, Va.	E	Headquarters
38	CoStar Group	732	\$8	Richmond, Va.	N	Software
39	Magic Leap	725	\$150	Plantation, Fla.	E	Virtual Displays
40	BC Foley	700	\$0	Baldwin, Ala.	N	Entertainment
41	Unisys	700	\$0	Augusta, Ga.	N	Call Center
42	GM Financial	700	\$0	San Antonio, Texas	E	Financial Services
43	DHL Supply Chain	655	\$82	Memphis, Tenn.	E	Logistics
44	Evolent Health	647	\$42	Louisville, Ky.	N	Insurance
45	General Motors	620	\$290	Bowling Green, Ky.	E	Auto Assembly
46	Everest Textile	610	\$19	Forest City, N.C.	N	Textiles
47	Dollar Tree	600	\$110	Chesapeake, Va.	E	Headquarters
48	Lowe's	600	\$100	Coopertown, Tenn.	N	Distribution
49	Southern Motion	600	\$20	Baldwyn, Miss.	E	Furniture
50	Cushman & Wakefield	600	\$17	St. Louis, Mo.	N	Real Estate

RANK	COMPANY	JOB	\$INV*	LOCATION	N/E/R	PRODUCT/ SERVICE
51	SOURCEHOV	600	\$5	Mount Vernon, Ky.	E	Insurance
52	Nationstar Mortgage	600	\$2	Longview, Texas	E	Financial Services
53	Agero	585	\$4	Blountville, Tenn.	E	Call Center
54	Anyone Home	570	\$1	Mauldin, S.C.	N	Real Estate
55	Arthrex	560	\$65	Collier County, Fla.	E	Life Sciences
56	Tellurian Investments	551	\$11,843	Calcasieu Parish, La.	N	LNG
57	Avadim Technologies	551	\$25	Black Mountain, N.C.	E	Headquarters
58	Comcast Cable	550	\$21	North Charleston, S.C.	N	Cable Television
59	Excella Consulting	538	\$0	Arlington County, Va.	E	Information Technology
60	Lear Operations	535	\$28	Brookwood, Ala.	E	Auto Parts
61	Teleperformance	515	\$1	Bristol, Tenn.	E	Call Center
62	Boeing	500	\$300	St. Louis, Mo.	E	Aerospace
63	HD Supply	500	\$100	Cobb County, Ga.	R	Distribution
64	Mountaire Farms	500	\$100	Siler City, N.C.	E	Agribusiness
65	Dollar General	500	\$85	Jackson, Ga.	N	Distribution
66	Shaw Industries	500	\$85	Adairsville, Ga.	N	Carpet and Tile
67	HAECO Americas	500	\$60	Greensboro, N.C.	E	Aerospace Parts
68	Thales	500	\$38	Orange County, Fla.	E	Aerospace
69	Clinical Trial Services	500	\$36	Covington, Ky.	N	Health Care
70	Dolphin Pointe Health	500	\$18	Jacksonville, Fla.	E	Health Care
71	Securus Technologies	500	\$5	Carrollton, Texas	R	Communications
72	Voxpro	500	\$4	Clarke County, Ga.	N	Information Technology
73	VXI Global Solutions	500	\$1	Lubbock, Texas	R	Call Center
74	Amazon	500	\$0	Jackson County, Ga.	N	Fulfillment Center
75	Sysnet Solutions	500	\$0	Brookhaven, Ga.	N	Call Center
76	Progrexion	500	\$0	Oklahoma City, Okla.	N	Financial Services
77	National Litigation Law Group	500	\$0	Oklahoma City, Okla.	E	Legal Services
78	Amazon	500	\$0	Coppell, Texas	N	Distribution
79	FedEx Ground	500	\$0	Mesquite, Texas	N	Distribution
80	Ulta Beauty	500	\$0	Dallas, Texas	E	Distribution
81	Frontier Secure	500	\$0	Wise County, Va.	N	Call Center
82	BlueGrace Logistics	500	\$0	Riverview, Fla.	N	Logistics
83	Embraer	500	\$0	Brevard County, Fla.	E	Aerospace
84	TeleTech Holdings	500	\$0	Brevard County, Fla.	E	Data Analytics
85	NTT Data Service	500	\$0	Louisville, Ky.	E	Call Center
86	Magna Seating of America	480	\$29	Spartanburg, S.C.	N	Auto Parts
87	Boeing	470	\$78	Huntsville, Ala.	E	Aerospace
88	Notarize	454	\$1	Arlington County, Va.	E	Financial Services
89	PL Developments	450	\$45	Piedmont, S.C.	N	Health Products
90	Reckitt Benckiser	450	\$31	St. Peters, Mo.	N	Health Products
91	Ernst & Young	450	\$6	Duval County, Fla.	N	Financial Services
92	Relias Learning	450	\$5	Cary, N.C.	E	Headquarters
93	Convergys	450	\$0	Columbus, Ga.	N	Call Center
94	Wayfair	450	\$0	Bryan, Texas	E	Customer Service Center
95	ASK Telemarketing	435	\$2	Montgomery, Ala.	E	Call Center
96	Yorozu Automotive	435	\$0	Morrison, Tenn.	E	Auto Parts
97	Valmiera Glass	425	\$90	Dublin, Ga.	E	Fiberglass
98	Xerox	425	\$0	Yukon, Okla.	E	Call Center
99	Paycom	423	\$0	Oklahoma City, Okla.	E	Financial Services
100	Linak US	413	\$33	Anchorage, Ky.	E	Electric Actuators

\$INV*=INVESTMENT IN MILLIONS. N=NEW PROJECT E=EXPANDED R=RELOCATED

SB&D INVESTMENT 100

RANK	COMPANY	\$INV*	JOBS	LOCATION	N/E/R	PRODUCT/ SERVICE
1	Tellurian Investments	\$11,843	551	Calcasieu Parish, La.	N	LNG
2	Venture Global Plaquemines LNG	\$8,500	300	Plaquemines Parish, La.	N	LNG
3	Continental Tire	\$1,450	2,500	Clinton, Miss.	N	Tires
4	Dominion Virginia Power	\$1,300	44	Greensville County, Va.	E	Power Plant
5	Lockheed Martin	\$1,200	1,000	Fort Worth, Texas	R	Aerospace
6	ExxonMobil	\$1,200	40	Beaumont, Texas	E	Petrochemicals
7	GM Spring Hill Manufacturing	\$1,020	1,431	Spring Hill, Tenn.	E	Auto Assembly
8	ALSAC St Jude Children's	\$1,000	1,800	Memphis, Tenn.	E	Health Care
9	Sun Paper	\$1,000	250	Clark County, Ark.	N	Paper
10	Samsung	\$1,000	250	Austin, Texas	E	Semiconductors
11	M&G Chemicals	\$800	250	Corpus Christi, Texas	E	Petrochemicals
12	Google	\$700	400	Pryor, Okla.	E	Data Center
13	LyondellBasell	\$700	75	La Porte, Texas	N	Petrochemicals
14	Cargill	\$661	163	Memphis, Tenn.	N	Flour Milling
15	Toho Tenax America	\$600	220	Greenwood, S.C.	N	Carbon Fiber
16	Sentury Tire	\$530	1,000	Troup County, Ga.	N	Tires
17	Raven Petroleum	\$500	300	Freer, Texas	N	Refinery
18	Howard Midstream Energy	\$500	0	Robstown, Texas	E	Refinery
19	NTE Energy	\$450	25	Reidsville, N.C.	E	Power Plant
20	ExxonMobil	\$450	5	Beaumont, Texas	E	Refinery
21	UPS	\$400	1,250	Atlanta, Ga.	E	Logistics
22	Toyota	\$400	0	Buffalo, W.Va.	E	Auto Powertrains
23	PBF Energy	\$383	0	St Bernard Parish, La.	E	Refinery
24	Kronospan	\$362	160	Eastaboga, Ala.	E	Wood Products
25	Ochshner Clinic Foundation	\$360	0	Jefferson Parish, La.	E	Health Care
26	Eagle US 2	\$359	0	Calcasieu Parish, La.	E	Oil and Gas
27	Iron Mountain	\$350	25	Prince William County, Va.	N	Data Center
28	Magellan Midstream	\$335	0	Pasadena, Texas	E	Oil and Gas
29	Boeing	\$300	500	St. Louis, Mo.	E	Aerospace
30	Jushi USA Fiberglass	\$300	400	Columbia, S.C.	N	Fiberglass
31	JP Morgan Chase	\$300	0	Plano, Texas	N	Financial Services
32	Lenzing Fibers Inc.	\$293	163	Axis, Ala.	E	Textile Fibers
33	General Motors Corp	\$290	620	Bowling Green, Ky.	E	Auto Assembly
34	Williams WPC	\$270	0	Beauregard Parish, La.	N	Petrochemicals
35	Michelin	\$270	350	Spartanburg, S.C.	N	Distribution
36	Axiall	\$270	0	Iberville Parish, La.	E	Petrochemicals
37	Foxwoods Casino	\$265	300	Biloxi, Miss.	N	Casino
38	TopChem Pollock	\$265	0	Grant Parish, La.	N	Fertilizer
39	Placid Refining	\$254	0	West Baton Rouge Parish, La.	E	Refinery
40	Microsoft	\$252	44	Mecklenburg County, Va.	E	Data Center
41	Telemundo	\$250	1,300	Miami-Dade, Fla.	N	Headquarters
42	Linde Electronic and Specialty Gases	\$250	0	La Porte, Texas	E	Neon Gas
43	Exxon Mobil Corp	\$232	0	East Baton Rouge Parish, La.	E	Petrochemicals
44	Nucor	\$230	100	Blytheville, Ark.	E	Steel
45	Chemours Co.	\$230	0	Ingleside, Texas	E	Refrigerant
46	CSX	\$219	300	Rocky Mount, N.C.	E	Distribution
47	Choctaw Nation	\$219	0	Durant, Okla.	E	Headquarters
48	JTEKT Automotive Tenn.	\$218	50	Vonore, Tenn.	E	Auto Parts
49	GF Linamar	\$217	350	Henderson County, N.C.	N	Auto Parts
50	Grifols Therapeutics	\$210	0	Clayton, N.C.	E	Health Products

RANK	COMPANY	\$INV*	JOBS	LOCATION	N/E/R	PRODUCT/ SERVICE
51	Blue Origin	\$200	300	Brevard County, Fla.	N	Rockets
52	Allergan	\$200	250	Waco, Texas	E	Pharmaceuticals
53	Pfizer	\$200	80	St. Louis County, Mo.	E	Pharmaceuticals
54	Adger Solar	\$200	5	Clarendon County, S.C.	N	Renewable Energy
55	Marathon Oil	\$200	0	Various locations - Okla.	E	Oil and Gas
56	Data Foundry	\$200	0	Austin, Texas	E	Data Center
57	Mission Foods	\$200	0	Grand Prairie, Texas	E	Food Processing
58	FedEx Ground	\$199	62	Independence, Ky.	N	Distribution
59	Amazon	\$198	1,500	Duval County, Fla.	N	Fulfillment Center
60	UPS	\$196	10	Jacksonville, Fla.	E	Distribution
61	FedEx	\$190	41	Murfreesboro, Tenn.	E	Logistics
62	Entergy Louisiana	\$187	0	West Feliciana Parish, La.	E	Nuclear Power Plant
63	Enel Green Power	\$180	0	Countywide, Okla.	E	Renewable Energy
64	RD Juniper	\$176	0	Calcasieu Parish, La.	N	Petrochemicals
65	Robert Bosch	\$175	150	North Charleston, S.C.	E	Auto Parts
66	Anheuser-Busch	\$175	75	Jacksonville, Fla.	N	Beer Containers
67	Merck & Co	\$168	0	Rockingham County, Va.	E	Pharmaceuticals
68	Biomass Secure Power	\$167	0	Natchitoches Parish, La.	N	Biomass Power Plant
69	Weyerhaeuser Company	\$165	45	Millport, Ala.	E	Wood Products
70	Bridgestone Americas	\$165	0	Wilson, N.C.	E	Tires
71	United Airlines	\$162	200	Houston, Texas	E	Airline
72	LOOP LLC	\$160	0	Lafourche Parish, La.	E	Oil and Gas
73	RagingWire Enterprise	\$160	0	Loudoun County, Va.	E	Data Center
74	McKesson Corp	\$157	975	Irving, Texas	N	Pharmaceuticals
75	Blackbaud	\$154	300	Charleston, S.C.	E	Software
76	Safran Landing Systems	\$150	84	Walton, Ky.	E	Aerospace
77	Magic Leap	\$150	725	Plantation, Fla. , Fla.	E	Virtual Displays
78	Wacker Chemical	\$150	50	Charleston, Tenn.	E	Minerals
79	Georgia-Pacific	\$150	0	Brewton, Ala.	E	Paperboard
80	Augusta Cyber Works	\$150	0	Augusta, Ga.	N	Data Center
81	Pine Prairie Energy	\$147	0	Evangeline Parish, La.	E	Oil and Gas
82	NCR	\$145	1,800	Atlanta, Ga.	E	Financial Services
83	Southwest Airlines	\$145	0	Dallas, Texas	E	Flight Training
84	Origis Energy	\$144	5	LaFayette, Ala.	N	Renewable Energy
85	FEUR	\$140	300	Tunica, Miss.	N	Auto Powertrains
86	Monsanto	\$140	60	Lubbock, Texas	E	Cotton Seed Processing
87	Brown-Forman	\$140	30	Lynchburg, Tenn.	E	Alcoholic Beverages
88	Westlake Vinyls	\$140	0	Ascension Parish, La.	E	Petrochemicals
89	BNSF Railway	\$140	0	Statewide - Mo.	E	Railroad
90	Targa Terminals	\$140	0	Channelview, Texas	E	Oil and Gas
91	Miss. Entertainment	\$140	0	Gulfport, Miss.	N	Casino
92	Motiva Enterprises	\$139	0	St James Parish, La.	E	Refinery
93	General Dynamics	\$138	25	Fairfax County, Va.	E	Headquarters
94	Rayonier Advanced Materials	\$135	50	Nassau County, Fla.	E	Chemicals
95	UPS	\$132	105	Nashville, Tenn.	E	Logistics
96	Gestamp North America	\$132	0	McCalla, Ala.	E	Auto Parts
97	Metal Container Corp.	\$130	80	Jefferson County, Mo.	E	Beer Containers
98	Westlake Vinyls	\$130	0	Calvert City, Ky.	E	Petrochemicals
99	LeMond Composites	\$125	242	Oak Ridge, Tenn.	E	Synthetic Fibers
100	Evonik Industries	\$120	50	Goose Creek, S.C.	N	Chemicals

\$INV*=INVESTMENT IN MILLIONS. N=NEW PROJECT E=EXPANDED R=RELOCATED

With a point total of 295, Dallas-Fort Worth has entered another dimension in economic development. The total is the highest earned by any market in the history of the SB&D 100.

Who's holding the cards?

Outstanding economic development performances in the South in 2016

State Division

South Carolina had an outstanding year, winning "State of the Year" for the first time. The Palmetto State has won a slew of honorable mentions over the last 23 years and it's good to see that state break through to the top.

By virtue of their points per million scores (per capita), Alabama, Kentucky and Louisiana earned honorable mentions this year. All three had outstanding years.

Mega-Markets

In the mega-market division, there is no question that metro Dallas-Fort Worth has entered another dimension in economic development. DFW earned 295 points in this year's SB&D 100, a record for any market in the South over the past 23 years. That was after posting a high of 245 points last year. Submarkets like Plano, Irving, Frisco, Richardson and others are turning some of the largest projects we've ever seen, like Toyota's new North American headquarters (4,000 employees) and Liberty Mutual's 5,000-employee expansion.

Atlanta has also had a good run over these last three years, coming in second to Dallas-Fort Worth the last two years in the mega-market division. Midtown Atlanta is on a roll, with a very impressive tech cluster growing there. Northern Virginia is also on a roll and St. Louis, which has never challenged in the mega-market division, came in fourth this year.

It should be noted that two new mega-markets have arrived on the scene in the South and they are Charlotte and Or-

lando. Both markets recently topped the 2.5 million population mark, putting them in the mega-market division.

Major Markets

In the major market division, Nashville once again is "Major Market of the Year" for 2017. It's the second consecutive year The Music City has topped all others in the major category. Jacksonville had its best year, coming in second. One major market to watch is Charleston-North Charleston, S.C. Other than Nashville, there may not be a market of any size with more momentum. Charleston placed third in the majors and Louisville fourth.

Mid-Markets

There are two really strong showings in the mid-market category. Augusta, Ga., had a banner year and so did Brevard County, Fla. (Melbourne). Durham, N.C., Montgomery, Ala., and Spartanburg, S.C. also saw big gains and earned honorable mentions.

Small Markets

Three very familiar places are at the top of the small market division this year. Lake Charles, La., which has seen one of the greatest petrochemical growth periods in history, is the "Small Market of the Year" for the fifth straight time. Aiken, S.C., along with Martinsville, Va., is second and third to Lake Charles in the number of small market of the year honors over the years. Aiken tied for second this year. Also coming on strong the last few years in the small market division is Bowling Green, Ky., and they also earned an honorable mention.

2017 SB&D 100 State Scores*			2017 SB&D 100 State Scores PPM**		SB&D State of the Year Winners 1995-2017	
State	Projects	Points	State	Points PPM	Year	Winner
Texas	95	655	Louisiana	84.4	2017	South Carolina
Florida	64	455	South Carolina	80.6	2016	Tennessee
Georgia	57	410	Alabama	65.8	2015	Kentucky
South Carolina	66	400	Kentucky	61.3	2014	Louisiana and Texas
Louisiana	56	395	Tennessee	55.2	2013	Louisiana and Texas
Tennessee	58	370	Mississippi	43.6	2012	North Carolina
Virginia	57	360	Virginia	42.9	2011	Louisiana
North Carolina	56	355	Oklahoma	42.3	2010	Louisiana and Tennessee
Alabama	52	320	Georgia	39.8	2009	Louisiana and Tennessee
Kentucky	39	270	Arkansas	37.9	2008	Alabama
Missouri	29	180	North Carolina	35.1	2007	Louisiana
Oklahoma	23	165	Missouri	29.5	2006	Alabama and North Carolina
Mississippi	18	130	Texas	23.6	2005	Alabama and North Carolina
Arkansas	15	110	Florida	22.0	2004	Alabama
West Virginia	3	25	West Virginia	13.8	2003	Alabama
<i>*Five or 10 points are earned for each project announced that meets or exceeds 200 jobs and/or \$30 million in investment. Points are based on the size of the project. Source: SB&D</i>			<i>**PPM = Points per million residents is determined by dividing population into the points earned by states for projects of 200 jobs and/or \$30 million. or more. Source: SB&D</i>		2002	Florida
					2001	Virginia
					2000	Tennessee
					1999	Virginia
					1998	North Carolina
					1997	Texas
					1996	Virginia
					1995	Florida and Texas
					<i>State of the Year honors were chosen based on performances the previous calendar year. Source: SB&D</i>	

RULES OF THE GAME

SB&D 100 Introductions and Methodology

We can't think of a better way to judge a state or a community's attractiveness to industry than to count and identify the companies making significant financial commitments to that state or community. That's what we do with the annual SB&D 100. We count the number of companies making public commitments meeting or exceeding 200 jobs and/or \$30 million in investments and highlight market peer groups who captured the most of those game-changing deals.

All announcements found in the SB&D 100 were made public by a representative of the company. Job and investment totals are those that have been projected by a company spokesperson over a three-to-five-year period. Only new, expanded and relocated manufacturing and selected service projects are eligible for the ranking. Government projects such as prisons and military bases are eligible; however, retail, lodging and some entertainment-based announcements are not. Real estate investments such as office buildings and industrial parks are not eligible.

Ten points are earned for each SB&D 100 announcement and five points are given for each JMD (just missed deal). This year's SB&D Job 100 threshold is 413 jobs – the number of jobs for the 100th largest project — so all announcements made of 413 jobs or more earned 10 points. Five points are given for announcements of 200 to 412 jobs. This year's Investment 100 threshold is \$120 million, meaning 10 points are awarded for announcements meeting or exceeding that total, and five points for deals \$30 million to \$119.99 million in investment.



South Carolina Gov. Henry McMaster (left) and South Carolina Department of Commerce Secretary Bobby Hitt (right). After a slew of honorable mentions over the last 23 years, South Carolina earned its first “State of the Year” in this year’s SB&D.



Louisiana led all states in points per million residents in this year’s SB&D 100. Pictured is Don Pierson, Secretary of Louisiana Economic Development, at SB&D’s Southern Economic Development Roundtable earlier this year.

STATE OF THE YEAR

SOUTH CAROLINA

400 Points, 80.6 PPM (2nd)

Notable South Carolina Deals:

Company	Jobs	Investment
CompuCom	1500	\$41m
Michelin	350	\$270m
PL Developments	450	\$45m
Blackbaud	300	\$154m

HONORABLE MENTION

ALABAMA

320 Points, 65.8 PPM (3rd)

Notable Alabama Deals:

Company	Jobs	Investment
Kronospan	160	\$362m
Lenzing Fibers	163	\$293m
Boeing	470	\$78m
Lear Operations	535	\$27m

HONORABLE MENTION

KENTUCKY

270 Points, 61.3 PPM (4th)

Notable Kentucky Deals:

Company	Jobs	Investment
GM	620	\$290m
Charter	1297	\$5m
Evolent Health	647	\$41m
Thai Summit	216	\$110m

HONORABLE MENTION

LOUISIANA

395 Points, 84.4 PPM (1st)

Notable Louisiana Deals:

Company	Jobs	Investment
Ochshner Clinic	3227	\$360m
Driftwood LNG	551	\$11.8b
Venture Global	300	\$8.5b
PBF Energy	N/A	\$382m

MEGA-MARKETS

(2,500,000-plus population)

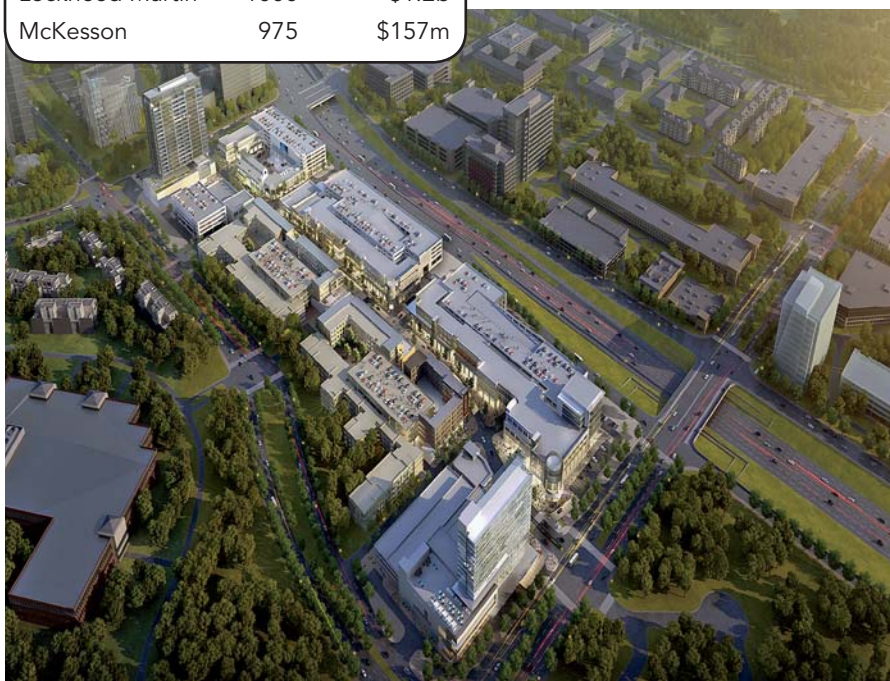
MEGA-MARKET OF THE YEAR DALLAS-FORT WORTH

295 points

Notable Dallas-Fort Worth Deals:

Company	Jobs	Investment
GM Financial	1300	\$35m
AmerisourceBergen	800	\$113m
Lockheed Martin	1000	\$1.2b
McKesson	975	\$157m

Dallas-Fort Worth has set itself apart the last several years in the Mega-Market division. Again, DFW earned Mega-Market of the Year for 2017 with 295 points, a market record. Pictured below is the \$3 billion Legacy West project in Plano, Texas where Toyota is moving its North American headquarters.



Alabama earned an honorable mention in the state division in this year's SB&D 100. Pictured at right is Greg Canfield, Secretary of the Alabama Department of Commerce, at SB&D's SEDR event earlier this year.



MEGA-MARKETS

HONORABLE MENTION

ATLANTA

175 points

Notable Atlanta Deals:

Company	Jobs	Investment
Kaiser Permanente	900	\$22m
Mercedes-Benz	800	\$74m
State Farm	1,500	N/A
NCR	310	\$108m

HONORABLE MENTION

WASHINGTON DC- NORTHERN VIRGINIA

140 points

Notable Washington DC-Northern Virginia Deals:

Company	Jobs	Investment
General Dynamics	25	\$138m
GEICO	798	\$1m
JK Moving	751	\$19m
Notarize	454	N/A

HONORABLE MENTION

ST. LOUIS

125 points

Notable St. Louis Deals:

Company	Jobs	Investment
Boeing	500	\$300m
Cushman & Wakefield	600	\$17m
Pfizer	80	\$200m
Virbac	144	\$37m

Performances of Other Mega-Markets in the South

Houston 105 points; Miami-Fort Lauderdale-West Palm Beach 90 points; Charlotte 75 points; Orlando 55 points; Tampa-St. Pete-Clearwater 55 points.

SB&D 100 TOP DEALS & HOT MARKETS

MAJOR MARKETS

(750,000-2,499,999 population)

MAJOR MARKET OF THE YEAR

NASHVILLE

165 points

Notable Nashville Deals:

Company	Jobs	Investment
General Mills	117	\$250m
Nissan	1000	\$160m
CHS	1500	\$66m
Aegis Sciences	740	\$31m



(TOP PHOTO) Pictured are team members of the JAXUSA Partnership, a division within the JAX Chamber. Jacksonville had its best year in SB&D 100 history with 105 points and a second place in the highly competitive Major Market division. (BOTTOM PHOTO) Gathered here are team members of Louisville Forward. Louisville had a strong year, earning 100 points and an honorable mention in the Major Market division.

MAJOR MARKETS

HONORABLE MENTION

JACKSONVILLE

105 points

Notable Jacksonville Deals:

Company	Jobs	Investment
Vistakon Vision	100	\$301m
UPS	10	\$196m
Anheuser-Busch	75	\$175m
Citibank	800	N/A

HONORABLE MENTION

CHARLESTON-NORTH CHARLESTON

100 points

Notable Charleston Deals:

Company	Jobs	Investment
Robert Bosch	150	\$175m
Blackbaud	300	\$154m
Comcast	550	\$21m
Evonik Industries	50	\$120m

HONORABLE MENTION

LOUISVILLE

100 points

Notable Louisville Deals:

Company	Jobs	Investment
Evolent Health	647	\$41m
RxCrossroads	400	\$24m
Computershare	850	\$19m
Charter	1297	\$5m

Performances of Other Major Markets in the South

New Orleans 95 points; Oklahoma City 90 points; Greenville, S.C. 80 points; Baton Rouge 75 points; Virginia Beach-Norfolk-Newport News 70 points; Birmingham 60 points; Memphis 55 points; Columbia, S.C. 45 points; Kansas City 45 points; Knoxville 45 points; Richmond 40 points; San Antonio 40 points; Austin 35 points; Raleigh 30 points.

MID-MARKETS

(250,000-749,999 population)

MID-MARKET OF THE YEAR

AUGUSTA, GA.

95 points

Notable Augusta Deals:

Company	Jobs	Investment
U.S. Army	1200	\$85m
Textron	400	N/A
Unisys	700	N/A
ADP Augusta	450	\$32



(TOP PHOTO) With 60 points, Montgomery, Ala., tied for third in the highly competitive Mid-Market division. Pictured are members of the Montgomery Chamber of Commerce's economic development team. (BOTTOM PHOTO) Walter Sprouse is Executive Director of the Augusta EDA. Augusta, Ga., earned Mid-Market of the year in the 2017 SB&D 100.

MID-MARKETS

HONORABLE MENTION

BREVARD COUNTY, FLA.

75 points

Notable Brevard County Deals:

Company	Jobs	Investment
Blue Origin	330	\$205m
Embraer	500	N/A
Harris Corp	300	N/A
Lockheed Martin	300	N/A

HONORABLE MENTION

DURHAM-CHAPEL HILL, N.C.

60 points

Notable Durham-Chapel Hill Deals:

Company	Jobs	Investment
FedEx	350	\$39m
Peter Millar	200	\$9m
Aurobindo Pharma	275	\$31m
Nutanix	250	\$3m

HONORABLE MENTION

MONTGOMERY, ALA.

60 points

Notable Montgomery Deals:

Company	Jobs	Investment
ASK Telemarketing	435	\$2m
Gerhardi Kunststoff	235	\$37m
ALFA Financial	0	\$100m
Hyundai	38	\$52m

HONORABLE MENTION

SPARTANBURG, S.C.

60 points

Notable Spartanburg Deals:

Company	Jobs	Investment
Michelin	350	\$270m
Magna Seating	480	\$29m
Sitel	400	\$2m
Ritrama	150	\$66m

Performances of Other Mid-Markets in the South

Northern Kentucky 50 points; Gulfport-Biloxi-Pascagoula, Miss. 45 points; Kingsport-Bristol, Tenn. 40 points; Roanoke, Va. 40 points; Corpus Christi, Texas 35 points; Huntsville, Ala. 35 points; Lexington, Ky. 25 points.

(RIGHT) Members of the Southwest Louisiana Economic Development Alliance team at The SEED Center, a business incubator and economic development center on the campus of McNeese State University in Lake Charles. Lake Charles earned "Small Market of the Year" for the fifth consecutive year.



SMALL MARKETS

(Under 250,000 population)

SMALL MARKET OF THE YEAR

LAKE CHARLES, LA.

65 points

Notable Lake Charles Deals:

Company	Jobs	Investment
Driftwood LNG	551	\$11.8b
Eagle US 2	N/A	\$359m
RD Juniper	N/A	\$176m
Bio-Lab	N/A	\$56m

HONORABLE MENTION

AIKEN, S.C.

25 points

Notable Aiken Deals:

Company	Jobs	Investment
Autoneum NA	40	\$35m
SRNL	N/A	\$150m
SRNL	200	N/A

HONORABLE MENTION

BOWLING GREEN, KY.

25 points

Notable Bowling Green Deals:

Company	Jobs	Investment
GM	620	\$290m
Kobelco Aluminum	105	\$46m

Performances of Other Small Markets in the South

Clark County, Ark. 20 points; Lafourche Parish, La. 20 points; Nelson County, Ky. 20 points; Sullivan County, Tenn. 20 points; Troup County, Ga. 20 points; Lee County, Miss. 20 points.



(CENTER PHOTO) Team members of the Economic Development Partnership in Aiken, S.C. Aiken earned an honorable mention in the Small Market division. Pictured are Will Williams, Theresa Daugherty and Jonathan Larry.
(BOTTOM PHOTO) Ron Bunch is President and CEO of the Bowling Green Area Chamber. Bowling Green, Ky., earned an honorable mention in the Small Market division.

SB&D 100 STATE SUMMARY

	Total Deals	Total Points	*PPM
Alabama	52	320	65.8
More than 20 years ago, Alabama officials went all-in on attracting automotive and aerospace. This year that work really materialized in a number of large automotive and aerospace projects. Great year for Alabama, earning an honorable mention.			
Arkansas	15	110	37.9
Good year for Arkansas. This small state's economy is one of the best in the South and its unemployment rate, at 3.4 percent, is the lowest in the region. The deals Arkansas captured were huge, including China-based Sun Paper's \$1 billion investment in Clark County.			
Florida	67	455	22.0
Lots of projects coming from Florida and not surprising to us, many have come from the manufacturing sector. No state in the South has added more manufacturing jobs the last two years than Florida. Manufacturers in the aerospace industry have really boosted the economies of the Space Coast, Central Florida and Northwest Florida.			
Georgia	57	410	39.8
Nice year for Georgia, with its highest point total in several years. Nice mix of industries and service projects. Augusta had a year like no other to win "Mid-Market of the Year." Midtown Atlanta has become a huge cluster for technology.			
Kentucky	39	270	61.3
With the \$1.4 billion Prime Air hub that is coming to Northern Kentucky (that project will be included in next year's SB&D 100), the Commonwealth will be the nation's epicenter of air shipping and sorting, if it wasn't already. UPS operates its largest hub in Louisville, and FedEx also has a huge presence in Kentucky.			
Louisiana	57	395	84.4
The top 10 petrochemical deals announced in Louisiana in calendar year 2016 totaled an astounding \$22.7 billion. The best thing that has ever happened to Louisiana is the fracking frenzy. Companies from all over the globe are building massive world-scale petrochemical plants in Louisiana to take advantage of the lowest natural gas prices anywhere..			
Mississippi	18	130	43.6
At 4.9 percent, Mississippi is currently enjoying its lowest unemployment rate in state history. Assisting that low rate are some big buffalo projects such as Continental Tire, which, at \$1.45 billion and 2,500 jobs, was the largest automotive announcement in the Southern Automotive Corridor in calendar year 2016.			
Missouri	29	180	29.5
Solid year from Missouri, primarily because of the awesome year St. Louis had. St. Louis is one of nine mega-markets in the South (2.5 million-plus), and many years Missouri's largest metro finds it difficult to compete with Atlanta, Dallas-Fort Worth, Houston and Northern Virginia. Not this year. St. Louis earned an honorable mention in its division.			

SB&D 100 STATE SUMMARY

	Total Deals	Total Points	*PPM
North Carolina	56	355	35.1
We were expecting a poor year from North Carolina as a result of the controversial “bathroom bill.” The Tar Heel State actually performed better than we expected. However, there is no question the bill hurt project activity in Charlotte and Raleigh. Charlotte earned only 75 points and Raleigh had an all-time low of 30 points.			
Oklahoma	23	165	2.3
The slowdown in the oil and gas industry is hurting Oklahoma’s economy without a doubt. There were just two oil and gas projects announced in Oklahoma last year that met our thresholds. But the aerospace industry is thriving in Oklahoma, as is the wind energy sector.			
South Carolina	66	400	80.6
We heard from a few folks from South Carolina last year when the state wasn’t named “State of the Year” after capturing two auto assembly plants in calendar year 2015 in Mercedes-Benz and Volvo. The reason is those two automakers didn’t have the supporting cast that is evident this year. Yes, South Carolina earned its first “State of the Year” in the 2017 SB&D 100.			
Tennessee	58	370	55.2
A fine performance for Tennessee, but it is a letdown from last year when the state won “State of the Year.” Last year saw Tennessee ring up 525 points, its best point total ever. Still, a nice mix of industry sectors, and it’s the first time Tennessee has ever landed two billion dollar deals in the same year.			
Texas	95	655	23.6
If it wasn’t for Dallas-Fort Worth, Texas’ year would have been a disaster. Of Texas’ 655 points, Dallas-Fort Worth was responsible for 295. Less-than-average achievements statewide as Houston could muster but 105 points and Austin had a second-consecutive poor year with just 30 points. San Antonio wasn’t much better, either.			
Virginia	57	360	42.9
Virginia saw an accomplished list of projects this year. Data centers love Virginia and this year was no exception. But what’s missing in Virginia are big government projects from the defense department. Yet, Virginia has really solidified its reputation as the No. 1 state in the South for Information Technology projects, hands down.			
West Virginia	3	25	13.8
West Virginia only had three projects make this year’s SB&D 100, but the largest one was huge. Toyota Manufacturing of West Virginia is investing \$400 million in its engine and transmission facility in Buffalo, W.Va. After some pro-business legislation passed in last year’s session, West Virginia’s economy is improving.			

Methodology

*PPM = Points per million residents is determined by dividing population into the points earned by states for capturing projects of 200 jobs and/or \$30 million or more. Source: SB&D



Throughout the South, pockets of industry and commerce are bringing renewal to small communities. Our “Dixie Dozen” is a salute to 12 counties in a state that continue to attract manufacturing jobs.

In our last issue, we shared our second installment, which focused on communities across Louisiana, Mississippi, North Carolina and South Carolina. The issue before, we highlighted small counties in Alabama, Florida and Kentucky. In this issue, we focus on three more states — Tennessee, Texas and Virginia. Each of the featured areas attracted multiple projects that created 50 or more jobs during the years 2010 to 2016. One amazing point to remember. . . each county has a population of 200,000 or less.



Anderson County, Tenn.

With increasing sales in North America, automotive parts manufacturer Aisin Holdings of America Inc. announced in 2013 that it would expand its plant in Clinton, Tenn., for the second time in a decade.

ANDERSON COUNTY (CLINTON)

In October 2016, LeMond Composites announced plans to invest \$125 million to build a new facility in Oak Ridge. Owned by three-time Tour de France winner Greg LeMond, the company will create 242 new jobs locally, and continues a tradition of more than 70 years of attracting advanced manufacturing and nuclear science to the area. The past few years have also seen significant investment from manufacturing companies like 3M (\$135 million), Dura-Line (\$25 million) and Eagle Bend (\$64 million).

BLOUNT COUNTY (MARYVILLE)

SCCY Industries, a manufacturer of pistols and sidearms, announced earlier this year that they are investing \$22.5 million to build a new 150,000-square-foot facility that will employ 350 people in Blount County. The announcement came on the heels of Advanced Munitions International's announcement in October 2015 that it would be building a global headquarters and state-of-the-art munitions facility there. They join manufacturers DENSO and Cirrus Aircraft expanding there in the last two years.

BRADLEY COUNTY (CLEVELAND)

The presence of manufacturing giants like Whirlpool, Mars, Bayer, Duracell and Rubbermaid has made Bradley County one of the most productive in this region. The diversity of that manufacturing community continues to expand, as evidenced by December's announcement that Wacker Chemie AG is investing \$150 million to build a new facility there.

COFFEE COUNTY (MANCHESTER)

The good news in Coffee County has been consistent job creation the past few years, with this community successfully retaining expanding companies and attracting new manufacturing. MDS Foods

chose to invest \$2.4 million in a new facility there, creating 100 jobs. Van Rob, a global auto supplier, is investing \$7.9 million for a 100,000 square-foot facility expansion. Great Lakes Cheese, an Ohio-based company, chose Coffee County as home for its fourth “super-plant,” with an investment of \$100 million to create 200 jobs.

GILES COUNTY (PULASKI)

Between 2011 and 2016, manufacturing employment in Giles County grew at a rate nearly 15 times the national average with more than 2,000 manufacturing jobs created. While that growth has been in a diverse range of industries, the biggest local impact has been made by auto industry companies — like Magneti Marelli, SaarGummi Tennessee and Proper Polymers — all of which have announced major expansions in the past two years.

GREENE COUNTY (GREENEVILLE)

A wide variety of products are manufactured in Greene County, from gift wrapping paper and skyscraper trusses to rollover cabs for heavy construction equipment. Part of what's driving this diverse industrial base is the area's central location in the foothills of the Great Smoky Mountains, easily accessible by I-81 and within an hour's drive of I-40, I-75 and I-26.

HAMBLÉN COUNTY (MORRISTOWN)

With more than 24 percent of the total workforce employed in manufacturing, the continued growth of that sector has established Hamblen County as an outstanding option for companies to establish operations. In March 2017, Rockline Industries announced it was investing \$40 million to create 250 new jobs in a new 435,000 square-foot facility scheduled to open in 2018.

MADISON COUNTY (JACKSON) Jackson has become home to some of



GREATER than the sum of our parts, although the sum of our parts is **PRETTY GREAT.**

It's no accident that four of the Dixie Dozen counties are located in Northeast Tennessee—Greene, Hamblen, Sullivan, and Washington. Our region has a rich history of innovative, pro-business initiatives that have inspired many communities across the Volunteer State to follow our lead. Our region offers several properties – most of which are publicly owned or controlled – including three parks that are Select Tennessee Certified Sites. With unique, customized training facilities and programs, tremendous transportation infrastructure, and a reliable, skilled workforce that enjoys an outstanding quality of life, it is no wonder so many businesses are discovering our vibrant, growing part of the country.

Mainstay companies such as Eastman, Mahle Engine Components, Citi Commerce Solutions, Walmart Distribution Center, Sumiriko, JTEKT Automotive, AO Smith, Bristol Motor Speedway, Nuclear Fuel Services, Koch Foods, American Greetings, and Bell Helicopter have flourished here and continue to invest in their communities. In recent months, Forward Air, Agero, Iatric Manufacturing, Mullican Flooring, Allied Dispatch Solutions, Sykes, HSN, Dentsply Sirona, and KPS Global have invested more than \$130 million and hired some 2,500 people.

Contact any of our economic development organizations listed below or the Tennessee Department of Economic and Community Development to find out how our region can accommodate your next expansion project.

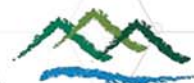


**GREENE COUNTY
PARTNERSHIP**

GREENECOUNTYPARTNERSHIP.COM



SELECTMORRISTOWNTN.COM



**NORTHEAST TENNESSEE
Regional Economic Partnership**

NORTHEASTTN.COM



Montgomery County, Tenn.

Hankook Tire recently celebrated the grand opening of its 1.5 million square-foot, \$800 million facility in Clarksville-Montgomery County, Tenn., where it will manufacture high-end performance tires.



Sullivan County, Tenn.

In Sullivan County, Tenn., the Regional Center for Advanced Manufacturing (RCAM), is a public-private partnership that offers customized training programs for employers of all sizes.

TENNESSEE

the more recognizable brand names in manufacturing — Kellogg's, Delta Faucet, Owens Corning and Toyota, among others. In recent years, it has seen an ever-increasing array of manufacturing announcements from various industries, including US Farathane, Jackson Die Casting and LyondellBasell.

MAURY COUNTY (COLUMBIA)

Since 2010, manufacturing jobs in Maury County have increased 105.6 percent, driven by announcements from companies like Landmark Ceramics (\$80 million and 180 new jobs), Samuel, Son & Co. (\$64 million, 100 jobs) and Armada Nutrition (310 jobs). In addition, General Motors invested \$788 million to create 781 new jobs in an expansion of its Spring Hill manufacturing facility. Less than an hour from Nashville, Maury County boasts unbeatable infrastructure.

MONTGOMERY COUNTY (CLARKSVILLE)

At the end of February, LG announced plans to invest \$250 million to build its first U.S. washing machine manufacturing plant in Clarksville, Tenn. The facility creates 600 new jobs, continuing a trend that has seen Montgomery County add more than 5,000 manufacturing jobs since 2010. Most of that growth has been fueled by the auto industry, with major expansions from Akebono (\$143 million), Bridgestone (\$75 million), Hankook (\$800 million) and Shiloh Industries (\$20.6 million).

SULLIVAN COUNTY (KINGSPORT)

Chemical giant Eastman recently completed a \$1.5 billion expansion of its headquarters in Sullivan County. Though the company considered other options, Kingsport kept them with a package that included \$10 million in funding for the Regional Center for Advanced Manufacturing, which trains Eastman employees. The expansion creates 300 jobs and strengthens Sullivan County's reputation as a highly desirable location for manu-

facturing, especially in the aerospace, plastics, chemicals and food processing industries.

SUMNER COUNTY (GALLATIN)

In the last five years, Gallatin has gained more than 3,000 new manufacturing and distribution jobs. Beretta, the Italian arms manufacturer, recently relocated all its U.S. production there, moving into a 168,000 square-foot facility. Tier 1 auto suppliers, such as ABC Technologies and Yapp USA, have expanded in Sumner County, resulting in more than \$230 million in capital investment. ABC recently added 300 new jobs to help staff its 180,000 square-foot production facility.

WASHINGTON COUNTY (JOHNSON CITY)

Home to 7,000 businesses, Washington County is a thriving manufacturing center that continues to attract attention. Operating for 15 years in Johnson City, Mullican Flooring chose, in 2012, to shift a large segment of its engineered manufacturing from Asia to a renovated facility there, investing more than \$1.4 million. Other manufacturers have found Washington County a perfect location, including JD Squared (\$6.6 million investment), Keystone Sensors (\$2.7 million) and LPI Inc. (\$2.45 million).

WILSON COUNTY (LEBANON)

One manufacturer helping inspire innovation in Wilson County is SureCan, manufacturer of the "easiest, safest and greenest fuel can in the world." SureCan is investing \$15.5 million to begin new operations in Lebanon, creating 101 new jobs. Known primarily as the launching place for recognizable brands like Cracker Barrel and LoJac, Wilson County has become a hotbed for manufacturers like Lochinvar, which began there in 1996 and remains there as the company has consistently grown.

TEXAS

COMAL COUNTY (NEW BRAUNFELS)

New Braunfels is not only 15 minutes from a new Caterpillar plant and 45 minutes from a new Toyota facility, its proximity to international trade gateways gives manufacturers amazing access to Mexico and South America. . . all of which are leading companies like CGT to move operations to New Braunfels. CGT, a producer of coated fabrics and films for the auto industry, announced last year an \$80 million investment to build a facility in Comal County, reshoring part of its manufacturing from China and increasing North American capacity.

COOKE COUNTY (GAINESVILLE)

Manufacturing continues to thrive in the Cooke County/Gainesville area, creating about 20 percent of all local jobs. Home to Zodiac Seats (the world's largest long-haul airline seat manufacturer), Molded Fiberglass, Reliant Worldwide Plastics, Texas Trailers, IFS Power Coating, GAF (North America's largest roofing manufacturer) and many others, Cooke County recently completed the 126-acre Gateway Industrial Park, with available sites off the NAFTA Corridor (I-35), adding to what is already very attractive transportation infrastructure.

ECTOR COUNTY (ODESSA)

Ector County offers manufacturers a host of advantages, such as easy access to raw materials, a skilled workforce and training programs at local Odessa College. These advantages have helped attract a flurry of new investment in recent years, including polymer processor REXtac and oilfield equipment manufacturers CUDD Energy and Technip FMC.

GRAYSON COUNTY (SHERMAN/DENISON)

Forty miles north of the DFW metroplex, Grayson County draws from a workforce of more than two million people in the Dallas suburbs and southern Oklahoma. This quality manufacturing employment

pool is attracting major growth there, especially in semiconductors and support, food and beverage processing, metal fabrication and equipment, and plastics. Companies like Tyson Foods, Texas Instruments, Emerson Process Management-Fisher, GlobiTech, Eaton and many others call Grayson County home.

GREGG COUNTY (LONGVIEW)

Consistently a top-performing mid-sized MSA with a diverse manufacturing base, Gregg County sits in the heart of East Texas, with direct interstate access via I-20. The community offers more than 1,000 acres of available land with many shovel-ready sites. Gregg County has drawn major chemical companies (Eastman), telecommunications equipment manufacturers (General Dynamics) and several heavy equipment and plastics manufacturers.

GUADALUPE COUNTY (SEGUIN)

More than 50 manufacturers have operations in Seguin, a community that has a rate of manufacturing jobs per capita that is nearly twice the national average. During the recession, Seguin was adding jobs at an astounding rate — more than 3,000 from 2008 to 2015. Caterpillar and Continental Automotive Systems added 1,500 employees each. More recently, Niagara Bottling and food products company Siro Group USA have announced new projects there.

HAYS COUNTY (SAN MARCOS)

Adding more than 1,000 manufacturing jobs since 2010, Hays County got even more good news when Urban Mining Company, the country's only producer of rare earth magnets, announced it was opening a new headquarters in San Marcos and adding 100 jobs. The community is also home to the world's largest pipe fabrication facility under one roof, Epic Piping, and a growing aerospace sector with companies like UTC Aerospace Systems, CFAN, and Mensor Corporation.

CONTINUED



Hays County, Texas

In April 2017, Urban Mining Company selected San Marcos, Texas for its rare earth magnet manufacturing facility and headquarters, where it will create more than 100 jobs.



TEXAS



Wichita County, Texas

Vitro Architectural Glass (formerly PPG Glass) selected its Wichita Falls plant to be the site of a new jumbo magnetron sputtered vacuum deposition (MSVD) glass coater, expected to be the largest of its kind in North America.

KERR COUNTY (KERRVILLE)

Located between the Eagle Ford Shale, Cline Shale and Permian Basin, only 45 minutes northwest of San Antonio, Kerr County and Kerrville are primed to support the energy industry. The community's manufacturing diversity continues to expand, too, with the new James Avery Craftsman Center building on a legacy of jewelry manufacturing. In 2014, Mooney International Corp., an aircraft manufacturer, brought a dormant factory back to life there, with workforce and production numbers forecasted to climb in the years ahead.

LAMAR COUNTY (PARIS)

Lamar County and Paris, Texas have become a hub for diverse manufacturing post-recession. The area has attracted household names such as Campbell Soup Company and Kimberly-Clark Corp., along with other companies across many different industry sectors such as Turner Industries, J. Skinner Baking Company and Aequs Aero Machine.

MIDLAND COUNTY (MIDLAND)

The workforce in Midland, located in the Permian Basin, has extensive experience with technologically complex oil extraction and production techniques, in an area that has nearly 15,000 manufacturing jobs. In fact, 3,000 have been added since 2010, primarily driven by oil and gas pipe manufacturing, along with heavy equipment manufacturing and repair. EOG Resources and Anadarko Petroleum have each added more than 200 employees recently.

POTTER COUNTY (AMARILLO)

Recognizing Amarillo's assets, Gestamp Renewable Industries invested in a new facility in Potter County in fall 2016, from which the company is convinced it can maintain its position as an international leader in the manufacture and supply of components to the energy industry.

Companies like Bell Helicopter, SciCron Technologies and Sage Oil Vac have also found Potter County the ideal location to grow and maintain access to an ever-widening global marketplace.

TAYLOR COUNTY (ABILENE)

To accommodate the wind energy boom throughout the region, Broadwind, a wind turbine manufacturer, announced last year it would be increasing capacity 30 percent at its Taylor County production facilities. That was just the latest in a series of post-recession manufacturing good news there, as companies like AbiMar Foods, Coca-Cola Refreshments and Pepsi Beverage Company continue to find Taylor County a viable and accessible location with a tremendous workforce.

VICTORIA (VICTORIA)

Victoria, Texas has seen a huge surge in petrochemical and chemical manufacturing since 2010. In fact, chemical manufacturer Formosa Plastics Corp. has announced multiple expansions, one in 2012 and another in 2015. Another large growth area has been industrial equipment manufacturing with Caterpillar making a \$70 million investment to expand a facility in 2011, and a \$130 million investment in a separate facility in 2010.

WICHITA COUNTY (WICHITA FALLS)

Vitro Architectural Glass is the latest victory for Wichita County. This Mexican-owned manufacturer announced in October 2016 it was investing \$55 million in a super coater project at its facility at Wichita Falls. It's just one of 10 expansion announcements, primarily in the aerospace and advanced manufacturing sectors, since 2010. Companies like Cryova/Sealed Air, Eagle Rail, Amfuel, Magic Air, Pratt & Whitney and Alcoa/Arconic, have created more than 300 new manufacturing jobs there in the past few years.

Land your business in **WICHITA FALLS** *Texas*

One of the best cities for:

- **Cost Of Living**
- **Early Retirement**
- **Working Parents**
- **Cost Of Doing Business**

Wichita Falls IS aerospace. With twice the national average of our workforce engaged in aerospace-related work, the expertise at Sheppard Air Force Base and our location right in the middle of a huge aerospace market, we're the right location for your project.

Land in Wichita Falls today!

Home to:



U.S. AIR FORCE
Sheppard Air Force Base



ARCONIC

TRANSLAND



Pratt & Whitney
A United Technologies Company



CARTER
AVIATION TECHNOLOGIES





VIRGINIA



Henry County, Va.

The Center for Advanced Film Manufacturing (CAFM) in Martinsville-Henry County, Va., is a 28-credit-hour Advanced Film Certification developed specifically to meet the labor requirements of Eastman Chemical and the growing performance films sector. It is a collaboration among Patrick Henry Community College, New College Institute, Martinsville-Henry County EDC and Eastman.

ALLEGHANY COUNTY (COVINGTON)

Alleghany County's commitment to growing the packaging and plastics manufacturing sectors is evidenced by its development of state-of-the-art education and training programs, such as the Virginia Packaging Applications Center, which provides extensive, hands-on skills practice. For a community that was hit hard by the recession, the investment has been crucial, with 43 percent of local underemployed workers there possessing manufacturing experience.

BOTETOURT COUNTY (FINCASTLE)

In 2016, Eldor Corporation, an Italian manufacturer of automotive ignition systems, announced it would construct a new facility in Botetourt County, investing \$75 million and creating 350 jobs. The same year, Ballast Point Brewing announced it would establish its East Coast operations, investing \$47.8 million and creating 178 jobs. Beyond the recession, Botetourt County has seen several of its manufacturers, including automotive suppliers, electrical products companies and more, announce multiple expansions.

CULPEPER COUNTY (CULPEPER)

An hour south of Washington, D.C., and 40 minutes north of Charlottesville, Va., Culpeper County has a diverse base of manufacturers. It is within one of Virginia's five Foreign Trade Zones, and offers abundant power and advanced fiber optics as well. Manufacturers located there include American Manufacturing (waste water treatment systems), Bingham and Taylor Corporation (iron castings and plastics), Continental Automotive Systems (automotive components) and numerous others.

FREDERICK COUNTY (WINCHESTER)

Manufacturing is Frederick County's largest sector with 800-plus new jobs since 2010. Rubbermaid Commercial Products, Thermo Fisher Scientific, and Trex Company are just a few of the well-known companies operating there. A key element of success is a commitment to existing companies led by the Business Call Team, which gauges the health of existing firms, and the Career Pathways program, which ensures a steady worker pipeline.

HENRY COUNTY (MARTINSVILLE)

Since 2010, Henry County, Va., has seen 32 manufacturing announcements with a total of 1,409 new jobs and capital investment of \$179.4 million. Growth has been across several sectors, such as performance films, led by Eastman Chemical and its acquisition of Commonwealth Laminating; food processing led by Monogram Foods; furniture led by Bassett Furniture; and aerospace and specialty products led by Arconic (Alcoa) and Hardide Coatings, a U.K.-based company. One key asset in Henry County/Martinsville fueling growth is customized training programs designed to meet specific industry needs, such as the Center for Advanced Film Manufacturing (CAFM). Additionally, the community has made a strong investment in quality spec buildings and shovel-ready site development at the Patriot Centre and Commonwealth Crossing, a 725-acre, fully developed, rail-served advanced manufacturing industrial park.

MECKLENBURG COUNTY (BOYDTON)

Mecklenburg County, 85 miles northeast of Richmond and 100 miles east of Norfolk, is seeing strong growth in the building products manufacturing industry. Among the companies investing

there are steel building company American Building Co., Virginia Homes Manufacturing Modular Homes and others. In 2015, Microsoft Corp. announced an investment exceeding \$400 million to expand its Mecklenburg County data center, showing the area's appeal for a variety of operations.

MONTGOMERY COUNTY (BLACKSBURG)

Montgomery County, Va., is home to Virginia Tech as well as leading companies like Corning and Federal Mogul. The area offers a wealth of buildings and greenfield sites, along with the Virginia Trade Port and Foreign Trade Zone, facilitating import and export. Manufacturing announcements in recent years have been plentiful: Hubbell Lighting (\$6 million), Wolverine Advanced Materials (\$10 million), and electric motors manufacturer InMotion (\$5 million).

PITTSYLVANIA COUNTY (DANVILLE)

European-headquartered businesses have been a major player in Danville's impressive growth. The community hosts the only IKEA-owned factory in North America, along with suppliers from across Europe. Danville is also home to a Goodyear Tire and Rubber facility and Nestle's refrigerated food factory. One unique asset is Danville's Regional Foundation that provides income from an endowment of just under \$250 million. This funding often provides the last dollars to make a project happen.

PRINCE GEORGE COUNTY (PRINCE GEORGE)

Prince George County, known as Virginia's Gateway Region, offers the Commonwealth Center for Advanced Manufacturing (CCAM) located at the Rolls-Royce Crosspointe Campus, a collaborative R&D facility where universities and companies can partner. Advanced Manufacturing Apprentice Academy Center (AMAAC), under development now, will train students in topics such as advanced manufacturing, data analytics, information technology and more. Providing a pipeline of workers, Prince George is also home to the U.S. Army's Fort Lee with 650 retirees per year.

PULASKI COUNTY (PULASKI)

In the heart of the New River Valley with I-81 crossing it, Pulaski County is fortunate to have seven industrial parks, three Virginia Enterprise Zones, and the New River Valley International Airport & Foreign Trade Zone. Earlier in 2017, container manufacturer Grupo Phoenix announced a nearly \$50 million investment, its third expansion. In 2015, Volvo Group announced a \$38 million expansion in Pulaski County, creating the world's largest Volvo truck manufacturing facility.

ROCKINGHAM COUNTY (HARRISONBURG)

Located in west central Virginia, the Harrisonburg/Rockingham County MSA is in the heart of the Shenandoah Valley with proximity to I-81, I-64 and I-66. Over 13 percent of the workforce is employed in manufacturing, a figure on the rise. Food manufacturing is big in the area with companies like Pilgrim's Pride and Cargill Meat Solutions. Perdue. Chemical manufacturing is also expanding with industry leading companies like Merck.

SCOTT COUNTY (GATE CITY)

Scott County is part of Virginia's e-region in the southwest part of the state. Bedding manufacturer Tempur Sealy Production chose Scott County for a \$13 million expansion in 2013, producing pillows and mattresses in a 500,000 square-foot facility. A second expansion in 2013 was by VCP, which manufactures telecom structures. Both companies located in Duffield Industrial Park, part of a Virginia Enterprise Zone, an area offering lucrative state and local incentives.

WYTHE COUNTY (WYTHEVILLE)

In 2016, Wythe County welcomed Branch Botanicals, which announced its first manufacturing facility and headquarters in Progress Park near the intersection of I-81 and I-77, a place that companies like Gatorade, Amcor, Somic America and others have long called home. The same year, Somic America broke ground on a \$10 million expansion in Wythe County, where it manufactures precision suspension components for the auto industry, with Toyota a primary client. ⚙️



Prince George County, Va.

Rolls-Royce North America in Prince George County, Va., (also known as Virginia's Gateway Region) first located in the area in 2007 and expanded in 2012, with total investment of \$637.4 million.



Best of Economic Development in **BIRMINGHAM**

*The top three vote recipients are recognized except in the case of a tie.
All recognitions are listed in alphabetical order.*

1. The Birmingham Area's Most Important Employers

- Children's of Alabama
- Mercedes-Benz U.S. International Inc.
- Regions Financial Corporation
- University of Alabama at Birmingham

Also receiving votes: AT&T; Baptist Health System; BBVA Compass; Blue Cross-Blue Shield of Alabama; Honda Manufacturing of Alabama; St. Vincent's Health System.

2. Metro Birmingham's Most Important New Employers

- MollerTech
- Oxford Pharmaceuticals
- Yorozu Automotive

Also receiving votes:
Kamtek.

3. Metro Birmingham's Most Admired Companies

- Alabama Power
- Children's of Alabama
- EBSCO
- Protective Life Corporation

Also receiving votes:
Mercedes-Benz U.S. International Inc.; Regions Financial Corporation; Royal Cup; Thompson Tractor; U.S. Steel.

4. Best Places to Live in Metro Birmingham

- Greystone
- Homewood
- Mountain Brook
- Vestavia Hills

Children's of Alabama hospital was
named one of metro Birmingham's
most important employers.

Also receiving votes: Chelsea; Forest Park; Helena; Hoover; Jasper/Smith Lake; Northern Shelby County.

5. Best Public School Systems in Metro Birmingham

- Hoover City Schools
- Mountain Brook Schools
- Vestavia Hills City Schools

Also receiving votes: Jasper City Schools; Shelby County Schools; Trussville City Schools.

6. Best Places for Headquarter Operations in Metro Birmingham

- Downtown
- Highway 280
- Liberty Park

Also receiving votes: Hoover; Lakeshore.

7. Best Places for Innovation in Metro Birmingham

- Innovation Depot
- MAKEBHM
- University of Alabama
- University of Alabama at Birmingham

Also receiving votes: Avondale.

8. Best Places for Food Processing in the Birmingham Area

- Jefferson County (Birmingham)
- Shelby County (Pelham)
- St. Clair County (Pell City)
- Walker County (Jasper)

Also receiving votes: Alabaster; Blount County (Oneonta); Calera; Pelham.

9. Best Places for Distribution Centers in Metro Birmingham

- Calera (Shelby County)
- McCalla (Jefferson County)
- Walker County

Also receiving votes: Alabaster.

10. Best Places for Call Centers in Metro Birmingham

- Jefferson County (Birmingham)
- Shelby County (Pelham)
- Walker County (Jasper)

Also receiving votes: Highway 280; Hoover; Lakeshore.

11. Best County Workforces in the Birmingham Area

- Jefferson County (Birmingham)
- Shelby County (Pelham)
- St. Clair County (Pell City)
- Walker County (Jasper)

Also receiving votes: Chilton County.

12. Best Places for Manufacturing North of Birmingham

- Cullman County (Cullman)
- Pinson (Jefferson County)
- Walker County (Jasper)

Also receiving votes: Blount County; Cordova; Cullman; Jasper.

13. Best Places for Manufacturing East of Birmingham

- Calhoun County (Anniston)
- Pell City (St. Clair County)
- Talladega County (Talladega)

Also receiving votes: Leeds; Moody.

14. Best Places for Manufacturing South of Birmingham

- Bibb County (Centreville)
- Calera (Shelby County)
- Chilton County (Clanton)
- Shelby County (Pelham)

Also receiving votes: Alabaster; Pelham.

CONTINUED

CONNECTING

PEOPLE WITH JOBS.

Wallace State Community College is the region's one-stop source for workforce development, offering services for business and industry, and for individuals seeking education and training for a competitive job market.

Wallace State's programs are nationally accredited, and provide training using the latest technology, industry recognized credentialing, and a pathway to employment.

Katie Fine
Coffee Shop Entrepreneur
Wallace State Alumna

WORKFORCE READY

Take advantage of our vast network of **Workforce Development Programs** and partnerships and discover how we are transforming our region one life at a time.

FOR MORE INFORMATION:
Call Hanceville: 866.350.9722 or Oneonta: 205.625.4020

WALLACE STATE
HANCEVILLE • ONEONTA
wallacestate.edu

BEST OF BIRMINGHAM

With over 23,000 employees,
The University of Alabama
Birmingham is the state's
largest single employer.



Wallace State Community
College in Hanceville
received more votes than
any community college
in the Best Community
Colleges in the Birmingham
area category.



15. Best Places for Manufacturing West of Birmingham

- Fayette County (Fayette)
- Tuscaloosa County (Tuscaloosa)
- Walker County (Jasper)

Also receiving votes: Bibb County; Jasper; McCalla.

16. Best Locations in Metro Birmingham for Automotive Suppliers

- Jefferson County (Birmingham)
- Shelby County (Pelham)
- St. Clair County (Pell City)
- Walker County (Jasper)

Also receiving votes: Bibb County; Jasper.

17. Best Locations in Metro Birmingham for the Aerospace Sector

- Jefferson County (Birmingham)
- Shelby County (Pelham)
- St. Clair County (Pell City)
- Walker County (Jasper)

Also receiving votes: Birmingham Shuttlesworth International Airport; Hoover; Jasper; Shelby County Airport.

18. Best Industrial Sites in Metro Birmingham

- Cogswell Industrial Park
- Jasper Industrial Park
- Jefferson Metropolitan Park
- Shelby West Corporate Park

Also receiving votes: Daniel Payne Industrial Park; Feather Duster Farm; McCalla Industrial Site; McCalla Rail Served Site; Scott Davis; Warrior River Site.

19. Best Community Colleges in the Birmingham Area for Workforce Training

- Bevell State
- Jefferson State
- Shelton State
- Wallace State - Hanceville

Also receiving votes: Central Alabama.

20. Best Places for the Creative Class in Metro Birmingham

- Avondale
- Innovation Depot
- Southside



Louisville

Best of Economic Development in

*The top three vote recipients are recognized except in the case of a tie.
All recognitions are listed in alphabetical order.*

1. Metro Louisville's Most Important Employers

- Ford Motor Co.
- Humana
- UPS
- Yum Brands

Also receiving votes:
Amazon; Brown-Forman;
Churchill Downs; GE
Appliances; Kindred
Healthcare; LG&E and KU;
Papa Johns.

2. Metro Louisville's Most Important New Employers

- Amazon
- Diageo PLC
- Haier America Corp.

3. Metro Louisville's Most Innovative Companies

- Beyond Zero
- D.D. Williamson
- Gen9
- MobileMedTek

4. Best Places to Live in Metro Louisville

- Glenview
- Spring Farm
- The Cherokee Triangle
- The Highlands

Also receiving votes:
Anchorage; Cherokee
Gardens; Cherokee Hills;
Deer Park; Hurstbourne;
Windy Hills.

5. Best Public School Systems in Metro Louisville

- Bullitt County Public Schools
- Jefferson County Public Schools
- New Albany-Floyd County (Ind.) Consolidated Schools
- Oldham County Public Schools
- Shelby County Public Schools

Also receiving votes:
Greater Clark County (Ind.)
Schools.

6. Best Places for Headquarter Operations in Metro Louisville

- Downtown Louisville
- Hurstbourne/Eastpoint
- Oldham County (La Grange)

Also receiving votes:
Commerce Crossings; Triton
Park.

7. Best Places for Innovation in Metro Louisville

- First Build
- iHub
- XLerateHealth

CONTINUED

With two major assembly plants, Ford was named one of the most important employers in metro Louisville.



BEST OF LOUISVILLE

Old and new combine in exciting ways in Louisville's downtown. . .from the original Whiskey Row to the emerging arena district to the 10 walkable attractions in the four blocks of Museum Row.

8. Best Places for Food and Beverage Processing in the Louisville Area

- Bullitt County (Shepherdsville)
- Jefferson County (Louisville)
- Nelson County (Bardstown)
- Shelby County (Shelbyville)

Also receiving votes: Clark County, Ind. (Jeffersonville); Floyd County, Ind. (New Albany).

9. Best Places for Distribution Centers in Metro Louisville

- Bullitt County (Shepherdsville)
- Clark County, Ind. (Jeffersonville)
- Jefferson County (Louisville)
- River Ridge Commerce Center (Jeffersonville, Ind.)
- Shelby County (Shelbyville)

10. Best Places for Call Centers in Metro Louisville

- Bullitt County (Shepherdsville)
- Jefferson County (Louisville)
- Oldham County (La Grange)
- Shelby County (Shelbyville)

CONTINUED



Come be a part of the growth.

As IT jobs rapidly grow, Louisville is preparing its workforce with the coding training and certification it needs to meet the new demand.

- 43% of degree holders in Louisville have a STEM degree
- The Software Guild and Code Louisville produced more than 300 graduates who had 60% job placement in 2016
- Nearly 10,000 community members belong to Louisville's maker and hacker spaces
- 10 products launched to market in first year from FirstBuild – a collaborative makerspace micro-factory



Live. Work. Create. Innovate.

Recognized by Site Selection magazine as a top 10 Metro and a top economic development organization for 2014 and 2015

www.louisvilleky.gov/louisvilleforward
502.574.4140



BULLITT COUNTY

Kentucky

GREAT PLACE TO LOCATE YOUR BUSINESS,

GREAT PLACE TO LIVE,

GREAT PLACE TO RELAX AND ENJOY LIFE!

OVER 2 MILLION SQUARE FEET OF NEW
INDUSTRIAL SPACE BEING BUILT THIS YEAR.



OVER 500 NEW HOMES
BEING CONSTRUCTED.



AND WITH AN UNLIMITED AMOUNT
OF FUN TO BE HAD...



**BULLITT COUNTY IS AN
EXCELLENT PLACE TO START YOUR NEW ADVENTURE.**

CONTACT US FOR MORE INFORMATION:

Bullitt County Economic Development Authority
502-543-1200 | gobullittky.com

Bullitt County Tourist & Convention Commission
502-543-1901 | travelbullitt.org

BEST OF LOUISVILLE

(RIGHT) Bullitt County is located in the Louisville metro and has become a major location for distribution centers

(BELOW) More than 20,000 people work at UPS' largest hub in Louisville.



Also receiving votes: Bullitt County (Shepherdsville); Clark County, Ind. (Jeffersonville); Floyd County, Ind. (New Albany); Oldham County (La Grange).

17. Best Locations in the Louisville Area for the Aerospace Sector

- Bullitt County (Shepherdsville)
- Jefferson County (Louisville)
- Shelby County (Shelbyville)

Also receiving votes: Breckinridge County (Hardinsburg).

18. Best Industrial Sites in the Louisville Area

- Blankenbaker Station Site
- Glendale Site
- River Ridge Commerce Center
- Louisville Site

19. Best Community Colleges in the Louisville Area for Workforce Training

- Elizabethtown Community & Technical College
- Ivy Tech (Sellersburg, Ind.)
- Jefferson Community & Technical College

20. Best Places for the Creative Class in Metro Louisville

- Butchertown/Nulu
- Crescent Hill
- Germantown
- Highlands

Also receiving votes: Clifton; Old Louisville; South Points.



11. Best County Workforces in the Metro Louisville

- Bullitt County (Shepherdsville)
- Jefferson County (Louisville)
- Shelby County (Shelbyville)

Also receiving votes: Clark County, Ind.; Floyd County, Ind. Oldham County.

12. Best Places for Manufacturing North of Louisville

- Clark County, Ind. (Jeffersonville)
- Floyd County, Ind. (New Albany)
- Harrison County, Ind. (Corydon)
- Scott County, Ind. (Scottsburg)

13. Best Places for Manufacturing East of Louisville

- Franklin County (Frankfort)
- Oldham County (La Grange)
- Shelby County (Shelbyville)
- Spencer County (Taylorsville)

Also receiving votes: Henry County (Eminence).

14. Best Places for Manufacturing South of Louisville

- Bullitt County (Shepherdsville)
- Hardin County (Elizabethtown)
- Nelson County (Bardstown)

Also receiving votes: Marion County (Lebanon).

15. Best Places for Manufacturing West of Louisville

- Breckinridge County (Hardinsburg)
- Hancock County (Hawesville)
- Meade County (Brandenburg)

16. Best Locations in the Louisville Area for Automotive Suppliers

- Franklin County (Frankfort)
- Hardin County (Elizabethtown)
- Jefferson County (Louisville)
- Nelson County (Bardstown)
- Shelby County (Shelbyville)

Piedmont Triad

Best of Economic Development in the



The top three vote recipients are recognized except in the case of a tie. All recognitions are listed in alphabetical order.

1. The Piedmont Triad's Most Important Employers

- BB&T
- Hanesbrands
- VF Corporation

Also receiving votes: Deere-Hitachi; Honda Aviation; Krispy Kreme; Novant Health; Procter & Gamble; Reynolds America; TW Garner Food Co.; Wake Forest Baptist Health; Wells Fargo.

2. The Piedmont Triad's Most Important New Employers

- Herbalife
- Inmar
- Qorvo

Also receiving votes: Alorica; Progress Rail.

3. The Piedmont Triad's Most Admired Companies

- BB&T
- Hanesbrands
- HondaJet
- Lincoln Financial

Also receiving votes: Flow Automotive; Krispy Kreme; Procter & Gamble; Reynolds America; VF Corporation.

4. Best Places to Live in the Piedmont Triad

- Aycock (Greensboro)
- Buena Vista (Winston-Salem)
- Old Irving Park (Greensboro)

Also receiving votes: Fisher Park (Greensboro).

5. Best Economic Development Assets in the Piedmont Triad

- Outstanding Higher Education
- Piedmont Triad International Airport
- Quality of Life
- Outstanding Workforce

Also receiving votes: Cost of Living; K-12 Education; Location: Low Operating Costs.

6. Best Places for Headquarter Operations in the Piedmont Triad

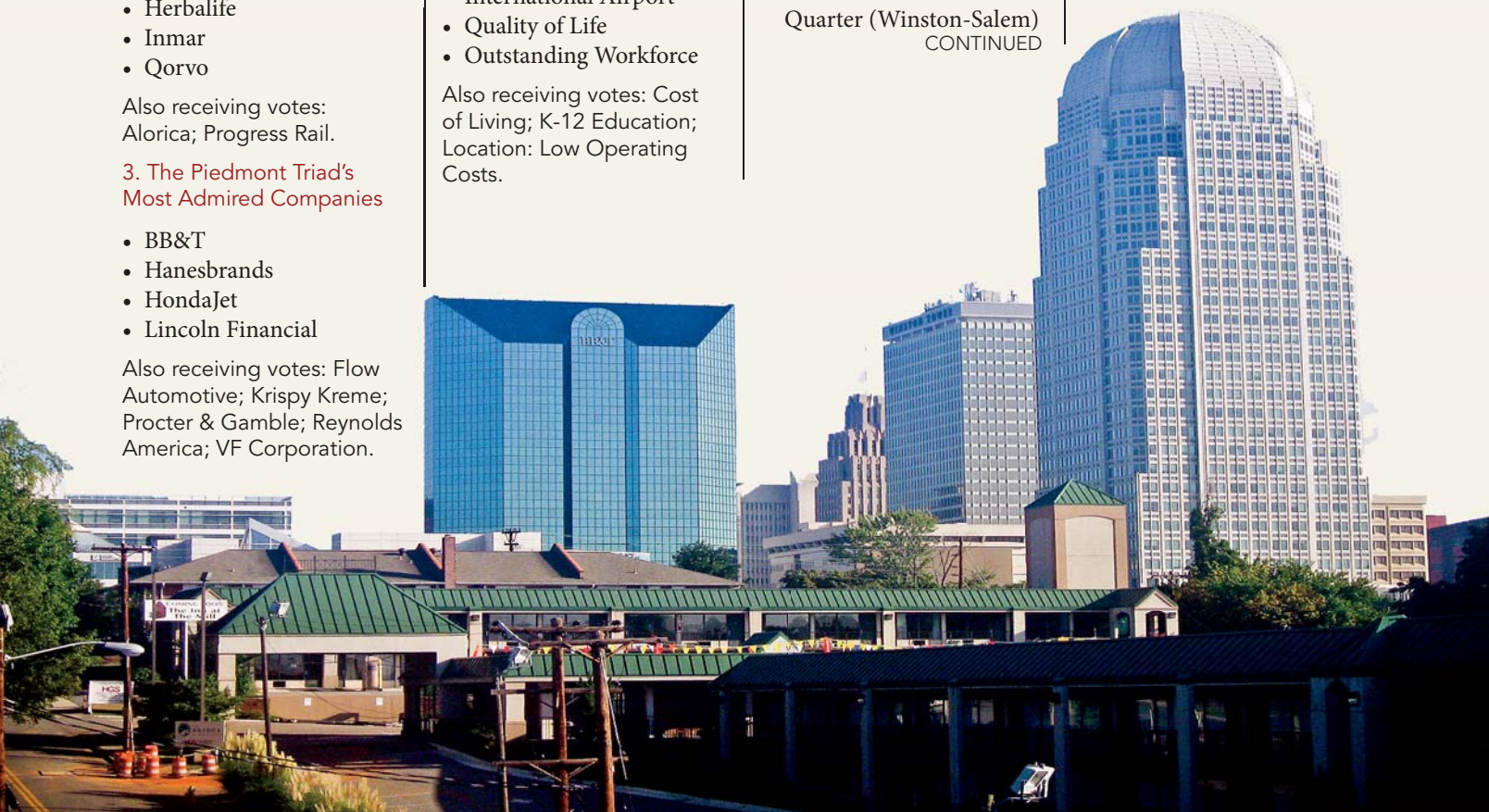
- Downtown Greensboro
- Downtown High Point
- Downtown Winston-Salem

7. Best Places for Innovation in the Piedmont Triad

- Joint School of Nanoscience and Nanoengineering (Greensboro)
- Union Square Campus (Greensboro)
- Wake Forest Innovation Quarter (Winston-Salem)

CONTINUED

Banking giant BB&T is headquartered in downtown Winston-Salem and was named one of the Piedmont Triad's most important employers.



BEST OF PIEDMONT TRIAD

Shown at right is the downtown Greensboro skyline. Greensboro–Winston-Salem–High Point are popularly referred to as the Piedmont Triad.



The Piedmont Triad International Airport was voted as one of the region's best assets.



8. Best Places for Food Processing in the Piedmont Triad

- Greensboro
- Union Cross Industrial Center (Winston-Salem)
- Whitaker Park (Winston-Salem)

Also receiving votes: High Point; Winston-Salem.

9. Best Places for Distribution Centers in the Piedmont Triad

- Greensboro
- High Point
- Union Cross Industrial Center (Winston-Salem)
- Union Cross Business Park (Winston-Salem)

Also receiving votes: Whitaker Park; Winston-Salem.

10. Best Places for Call Centers in the Piedmont Triad

- Davidson County
- Davie County
- High Point

Also receiving votes: Randolph County.

11. Best County Workforces in the Piedmont Triad MSA

- Forsyth County
- Guilford County
- Randolph County

Also receiving votes: Davie County; Rockingham County; Stokes County; Yadkin County.

12. Best Places for Manufacturing North of the Piedmont Triad

- Henry County, Va.
- Rockingham County
- Stokes County

13. Best Places for Manufacturing East of the Piedmont Triad

- Alamance County
- Chatham County
- Orange County

14. Best Places for Manufacturing South of the Piedmont Triad

- Davidson County
- Randolph County
- Rowan County

15. Best Places for Manufacturing West of the Piedmont Triad

- Davie County
- Iredell County
- Yadkin County

Also receiving votes: Statesville.

16. Best Location in the Piedmont Triad for Automotive Suppliers

- Forsyth County
- Guilford County
- Randolph County

Also receiving votes: Greensboro; High Point; Winston-Salem.

17. Best Location in the Piedmont Triad for the Aerospace Sector

- Greensboro
- Piedmont Triad International Airport
- Smith Reynolds Airport

Also receiving votes: Winston-Salem.

18. Best Industrial Sites in the Piedmont Triad

- Greensboro-Randolph Megasite
- Union Cross Industrial Center (Winston-Salem)
- Whitaker Park (Winston-Salem)

19. Best Community Colleges in the Piedmont Triad Area for Workforce Training

- Forsyth Technical Community College
- Guilford Technical Community College
- Randolph Community College

20. Best Places for the Creative Class in the Piedmont Triad

- High Point
- The Forge Makerspace (Greensboro)
- University of North Carolina School of the Arts (Winston-Salem) 🌟



Experience *your* brand
WIDE OPEN

Method-1.com

BRANDED ENVIRONMENTS YOU NEED TO SEE

CORPORATE OFFICES | CONFERENCE ROOMS | BREAK ROOMS
CUSTOM CONFERENCE TABLES | HISTORY WALLS

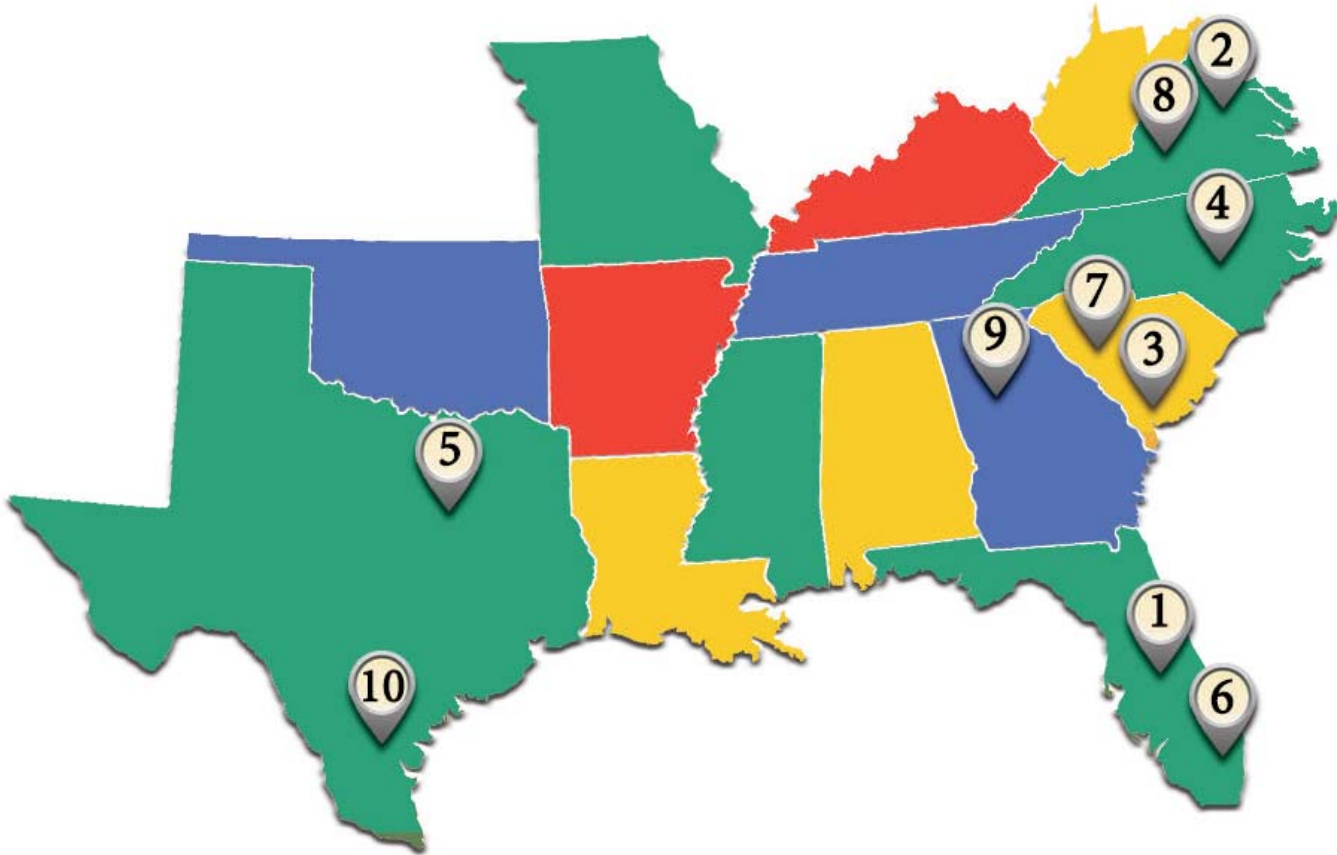
method-1TM

BRANDED INTERIORS

Visit our Birmingham, Alabama Showroom
888.883.8087 • info@Method-1.com

TOP DEALS

The American South's 10 largest new or expanded manufacturing and selected non-manufacturing job announcements.



ANNOUNCEMENTS MADE IN THE SPRING 2017 QUARTER

Development	Jobs	Investment	N/E/R**	Location	Description
1. Disney's Avatar	3,000	N/A	N	Orlando, Fla.	Entertainment
2. Amazon Web	1,500	N/A	E	Fairfax Co., Va.	Web Services
3. Wanli Tire	1,200	\$1000	N	Orangeburg, S.C.	Tires
4. Credit Suisse	1,200	\$70	E	Research Triangle Park, N.C.	Financial Services
5. AmerisourceBergen	1,000	\$113	N	Carrollton, Texas	Pharma
6. Amazon	1,000	\$92	N	Opa-locka, Fla.	Fulfillment
7. LuLaRoe	1,000	\$35	N	Richland Co., S.C.	Distribution
8. Amazon	1,000	N/A	N	Frederick Co., Va.	Fulfillment
9. Amazon	1,000	N/A	N	Jackson Co., Ga.	Distribution
10. TJX Companies	1,000	N/A	N	San Antonio, Texas	Distribution

*Investment in millions **N=New, E=Expansion, R=Relocation

Source: RandleReport.com

"Our company has grown as a direct result of our location. We relocated here after more than 15 years in Texas. North Port is conveniently located near many transportation hubs and right on the interstate system. The work force is available and skilled. And the city boasts of a wonderful year-round climate."

Kevin Harris, CEO
Hot Sauce Harry's



Best Place for Manufacturing in Tampa Bay





EMPOWERING VISION

By combining our low-cost, reliable energy and diverse property portfolio with South Carolina's low cost of doing business, creative incentive packages and unparalleled quality of life, Santee Cooper continues to help new businesses picture a better future – and continues to power South Carolina toward

Brighter Tomorrows, Today.



**POWERING
SOUTH CAROLINA**

www.santeecooper.com/SBD